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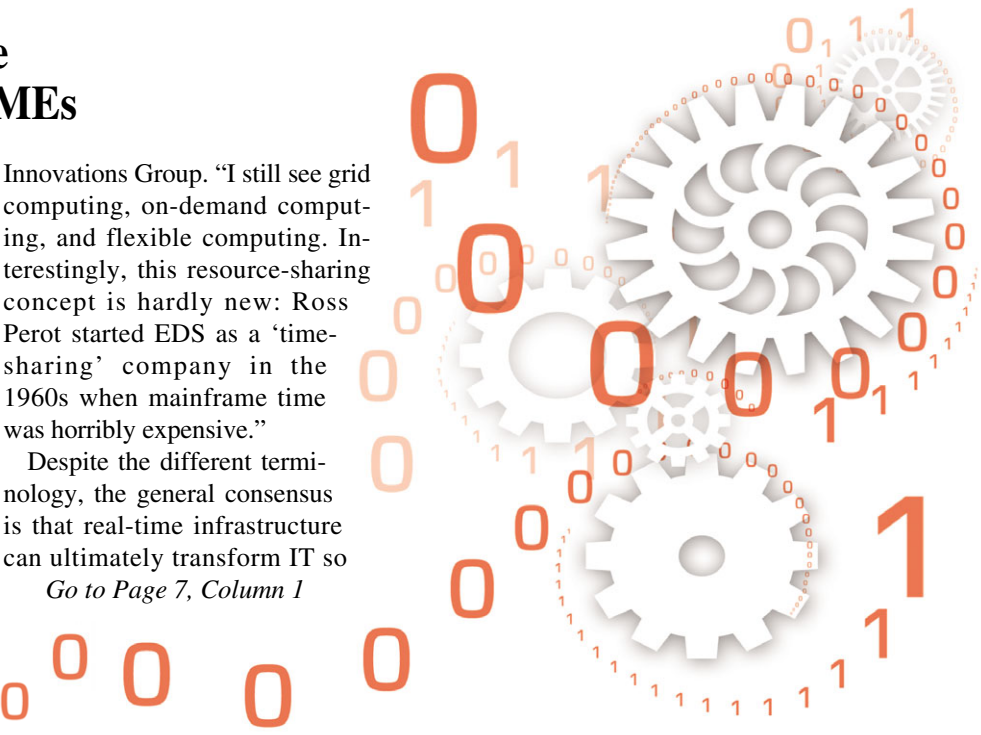
Are You Ready For Real-Time Infrastructure?

Analysts Separate The Hype From The Real Value For SMEs

by Bruce Gain
• • •

REAL-TIME INFRASTRUCTURE: Heavy-hitter OEMs, software services providers, and even chip suppliers are talking about it. But most small to medium-sized enterprise admins don't know what it means, much less think about buying into the concept. Determining exactly what real-time infrastructure involves can be confusing. Leading manufacturers each call it by a different name and put a slightly different spin on it, such as IBM's On Demand, HP's Adaptive Enterprise, and others. "The industry offerings have not settled on a common nomenclature for these things," says John Baschab, executive vice president and co-founder of Impact

Innovations Group. "I still see grid computing, on-demand computing, and flexible computing. Interestingly, this resource-sharing concept is hardly new: Ross Perot started EDS as a 'time-sharing' company in the 1960s when mainframe time was horribly expensive." Despite the different terminology, the general consensus is that real-time infrastructure can ultimately transform IT so
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Converting Office Space To A Data Center

The Science Of Renovation

by Chris A. MacKinnon
• • •

TODAY'S DATA CENTERS are developing and responding to business demands like never before. Good news? Yes, because growth is a good thing, but with this reality come the growing pains of expansion or relocation. Converting existing office space or relocating to a different building are viable options, but there are several issues a company needs to take

into account when planning for either event. Issues including increased electrical requirements, floor structure, and security can all be major hassles—especially if the new location was not designed for data center purposes. And is it possible to

bring existing office space up to data center standards without breaking the bank?

Doing It Right

Let's get right to it. Designing, building, expanding, and upgrading are translated into

complexity, time consumption, and more money. Steven Harris, Forsythe's director of data center planning, first cautions any company before undertaking such an endeavor. To Harris, it's about practicality. "You've probably heard someone say this before: 'It's easier and less expensive to build from scratch than to remodel.'" Harris believes that data centers are just plain expensive to design, build, and operate.

He continues, "Think twice before deciding to convert office space into data center
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Designing, building, expanding, and upgrading are translated into complexity, time consumption, and more money.

In This ISSUE

COVER FOCUS

Real-Time Infrastructure

The general consensus is that real-time infrastructure can ultimately transform the IT department so that, instead of representing a cost element in the enterprise, IT can help enterprises make money.

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Data center planning and conversion requires careful investigation, analysis, and most importantly, an experienced hand.

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The conversion of security badges to smart badges that offer both logical and physical security is one of the most exciting developments to hit the enterprise.

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Gartner VP Nick Jones expects that in 10 to 15 years we will be surrounded by wireless. It's time to begin planning for that total immersion.

Always-Available vs. Always-On | 27

While it may seem that worrying about all of the other challenges that surround an always-on model is putting the cart before the horse, it really isn't.

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■ **AVTECH Software** introduced the latest version of its TemPageR hardware temperature monitoring device. ■ **Coraid** updated its EtherDrive Storage Blade line with a new 4U rack-mount shelf. ■ **Crossroads Systems** is targeting its new network appliances at IT personnel that manage database and application security and compliance. ■ The new Shiva 500 VPN Gateway from **Eicon Networks** lets larger companies secure smaller branch offices. ■ **Fujitsu** unveiled the fi-5110C, a desktop scanner for decentralized or workgroup scanning applications. ■ **HP** introduced HP Storage Essentials, a suite of storage resource management software. ■ **IBM** announced the eServer X3 architecture. ■ Five new processors from **Intel** will feature 64-bit support via Intel's EM64T. ■ **Microsoft** announced a new line of SQL Server 2005 products.

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The *Processor* Showcase section features new products and services available from hot new manufacturers, as well as the old standbys. It's an easy way to compare products and discover new technologies and solutions, so refer to it for all your buying decisions.

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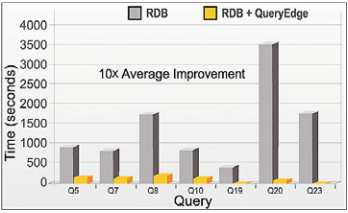
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Email Utilities
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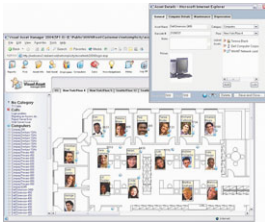
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Cisco's Intelligent Information Network

A Work In Progress That Could Benefit SMEs

by Elizabeth Millard
• • •
CISCO SYSTEMS' IIN (Intelligent Information Network) was hailed as an ambitious undertaking when it was unveiled in late 2002. The price was certainly eyebrow-raising: Cisco estimated it was planning to put \$1 billion toward the project, which included finding new markets for what was developed and aggressively pursuing strategic partnerships and acquisitions. Cisco expressed confidence that IIN would capture market share in dozens of new areas, such as storage, IP telephony, video, cable, and wireless.

Since then, the company has gone beyond planning and dreaming and has started to fashion IIN into a real-time infrastructure tool. It incorporates products and services so IT departments can provision applications quickly, virtualize resources easily, and increase utilization levels without making a nasty dent in the company budget. Rod Scott, senior director of enterprise marketing in Cisco's Industry Solutions Group, says the IIN covers a host of initiatives at the company, from the future of network computing to issues with IP infrastructure. Although IIN is still a work in progress, he says, Cisco believes that within three to five years, all of the components will be in place.

Already Available

Cisco defines IIN as a systems-based infrastructure that enables the intelligent movement of data, voice, and video across a system of networks. By making networks

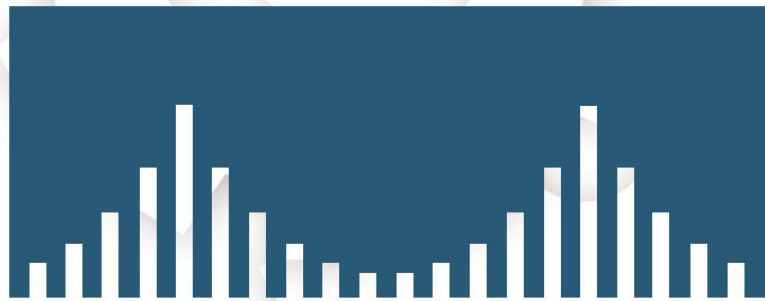
smarter and faster, their interconnections can be better used to maximize resources and adapt quickly to change. "The important thing about this kind of intelligence is that it can work not just across a corporate campus, but across a network," says Scott. "That means it extends to the data center, satellite office, and even the telecommuter."

Despite similar efforts at IBM, HP, and Microsoft, among others, Scott says Cisco's IIN is unique in that it is more focused on having a broad set of products that perform in concert. Other companies either create intelligence in smaller pockets of the infrastructure or piecemeal in different components. "Most of our competitors are in one part of the network or another," he says. "True integration is beyond the scope of their product offerings."

we also want to reach beyond that to provide a truly intelligent network that can adapt in real time." He adds that Cisco is focusing on application integration for future development. The company is also moving away from packet-

Cisco is confident that it hasn't deviated from that original vision, unveiled just more than two years ago, of creating a suite of services and products that fit together well and will ultimately help companies adapt to changing business

CISCO SYSTEMS



As Cisco developers tinker with upcoming components of IIN, many parts are already released, such as the self-defending network, and storage virtualization. The company has also embedded more functionality, such as security, IP telephony, and content caching into its switches and routers as part of the IIN initiative.

The Road Ahead

Other parts of the IIN are still being developed, and Scott notes that the company is pursuing more development based on how customers are reacting to what's already in place. But the overall strategy has remained the same. "We want to satisfy the needs of our customers," he says, "but

"The IIN covers a host of initiatives at the company, from the future of network computing to issues with IP infrastructure."

- Rod Scott, senior director of enterprise marketing for Cisco

header routing into a more content-oriented direction.

SME Benefits

Although Cisco will be targeting some larger enterprises with IIN, that doesn't mean it's going to leave its SME customers stranded. Instead of cutting IIN down to size, the company is going to work on building the real-time infrastructure into something SMEs can use, rather than just providing a scaled-down version that might not do what they need. In particular, Scott notes that SMEs are particularly interested in plug-and-play capability, and Cisco is working on ways to make its IIN offering as straightforward and simple to use as possible for these customers.

"Smaller and midsize companies require complex network capability that's simple to operate," he says. "The SME market tends to buy things off the shelf and wants products to be as easy to manage and set up as possible." Being able to employ intelligent networks is especially important for SMEs, Scott adds, because they often lack the resources needed to boost utilization levels in servers and storage appliances.

requirements. With the components it already has, as well as those that are planned, Scott says the next few years will bring a slew of IIN innovations. "We're working with customers to look at the capabilities that they need, and how an intelligent network can help," he says. "That brings the full reality of the intelligent network closer."

Key Features In Cisco's IIN

- What does Cisco's Intelligent Information Network mean for your data center? Here's a quick look at some of its main features.
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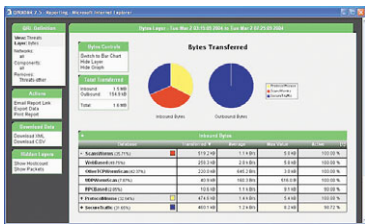
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Are You Ready For Real-Time Infrastructure?

Continued from Page 1

that instead of representing a cost element in the enterprise, IT can help enterprises make money. To realize that goal, Gartner defines RTI as “the ability to provision applications on the fly; to virtualize resources, to cost-effectively employ servers and storage to higher utilization levels than experienced today; and to do this all in a heterogeneous environment to fundamentally adapt to changing business requirements in real time.”

According to Gartner, RTI has three value propositions: reduced costs, achieved by more efficient resource usage and reduced system-management labor costs; improved service levels, achieved by dynamic adjustments or tuning of IT services; and increased agility, achieved by rapid provisioning of new services or resources and scaling of established services.

Pie In The Sky?

So how important is RTI and how can it help the SME? Or is this just more pie-in-the-sky marketing speak by companies that hope to make money by helping IT admins get their equipment working as it should have from the beginning?

“When I last looked at it, [RTI offerings] often seemed more like wish fulfillment,” says Ross Armstrong, an analyst for Info-Tech Research. (Note: Info-Tech analysts write a regular column for Processor.)

The day-to-day lives of IT admins are fraught with putting out fires, ranging from server crashes to inexplicable network failures, the origins of which are often difficult to pinpoint. Baschab likens the typical admin’s plight to trying to make progress in a leaky canoe. In addition to bailing, which involves application desk help, bug fixes, and other support functions, the admin

must row by implementing application enhancements and upgrades and steering with high-level application strategy setting, Baschab says. At the same time, the admin must have a thorough understanding of the application strategy setting with which to “only engage the business,” Baschab says.

So in the often over-stretched IT department of the SME, can the real-time infrastructure concept really help?

Because real-time infrastructure is such a widely applicable concept, choosing a vendor can prove difficult.

“I think it is important in this sense: There are a lot of ‘natural monopoly’ areas in IT departments, most obviously in the operations and infrastructure area. These are places where scale economics are helpful, such as applying an OS upgrade patch, which involves the same work whether one user uses the system or 1,000,” Baschab says. “In the application area, there are also some things like this, such as applying tax updates to your ERP, answering login questions, etc. However, as you approach the core of what the applications do, [involving] business logic, and as you consider highly customized applications, then the scale economics no longer apply.”

In fact, the SME receives more benefits from RTI than larger companies do, Baschab says. “I think it can be a source of

considerable cost savings for the IT manager, particularly in the SME market. But ironically, it is the large companies that are the traditional customers of those vendors most likely to have the internal scales to make this a meaningful service offering,” Baschab says. “By thinking about ways to do this in the midmarket, IBM and other large vendors can drive the most value for customers. Unfortunately for them, this also means retooling their entire sales approach.”

However, not all analysts agree. A typical SME is often not likely to benefit from RTI, says Stephen O’Grady, an analyst for RedMonk.

“I don’t think your typical SME is thinking in those terms,” O’Grady says. “They are typically more reactive than proactive and try to solve problems discretely.”

The kinds of enterprises that stand to benefit have specific vertical needs to which RTI can apply. “There are a lot of brokers in the financial sector, for example, with only 150 people that have a fairly sophisticated IT infrastructure, or manufacturers, such as members of Wal-Mart’s supply chain, that will likely have a need,” O’Grady says. “I would also recommend against people going out to build the real-time infrastructure, since in reality, it is useful to solve real-time enterprise problems, such as aspects of your network that suffer from latency or incompatible systems. An IT admin doesn’t just go out there and build a real-time infrastructure because it’s a good idea.”

Before Jumping In

So how should an IT admin of a 100- to 1,000-user network educate himself before making a purchasing decision? Because RTI is such a widely applicable concept,

choosing a vendor can prove difficult. Any potential purchasing decision should be contingent on the thoroughness of a sales team’s educational program about what real-time infrastructure is and how it will solve specific problems in the network, Baschab says.

“I would educate myself by having strong vendor sales teams do some of the heavy lifting. Vendors are more than happy to meet with potential and existing customers to talk about what is happening in the industry,” Baschab says. “We do a fair amount of client education on this front, and I consider it part of the cost of sales.”

However, this means that the IT admin must get better at vendor selection and vendor management. “These are two areas that IT managers have not traditionally been great in,” Baschab says. “To be effective at [purchasing], IT managers definitely need to move out of their comfort zone.”

What Should You Be Doing Now?

Real-time infrastructure is still several years off, but not every SME can benefit from it—at least not yet. So what should you do now?

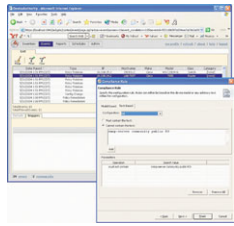
Learn what real-time infrastructure is. The largest software service firms will be glad to detail how it works while, of course, describing what it can do for you.

See what’s in it for you. After learning what RTI is, determine what specific application in your network stands to benefit.

Sharpen your vendor-selection skills. While a useful skill in general, selecting the right vendor is especially important for the complexity of a real-time infrastructure project, according to Impact Innovations Group.

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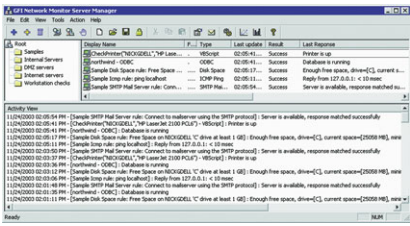
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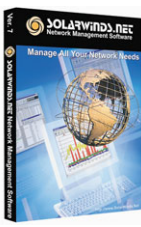
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Converting Office Space To A Data Center

Continued from Page 1

space. There’s a reason (or several) why the space is currently office space. The reason(s) is that the original architect/builder/developer did not want to deal with the added infrastructure expense required to support a data center. If you are going to design/build a data center, it’s likely that the data center has some significant importance to your business, so do it right. Try to avoid retrofitting a space that really wasn’t designed to accommodate a data center.”

Moving into existing office space is different from building from scratch.

square foot that today’s equipment requires. Many of today’s small to medium-sized enterprises are finding that available floor space is unusable because of the saturation of distribution panels, building power feeds, and rooftop tower areas. A general rule of thumb for power in the data center is about 300 watts per square foot.

Ventilation is another list-topper. Essentially, the prospective data center must be able to support cooling capacities necessary to remove the total heat output. Room design and equipment choices must be detailed to reduce hot spots and ensure adequate

Many of today’s small to medium-sized enterprises are finding that available floor space is unusable because of the saturation of distribution panels, building power feeds, and rooftop tower areas.

It’s more like buying a house and having to renovate beyond measure to make the house suit your specific living needs. Walls are torn down, flooring is changed and, by the time you’re through with the ordeal, the whole place looks entirely different. And so it goes for the data center. Let’s take a look at some of the most important considerations when moving into existing office space.

Factor This In

By far, one of the most important factors is the electrical power that will light up the place. Data centers consume huge amounts of power. Data center managers should analyze potential spaces to make sure they can handle the hundreds of watts per

cooling for every part of the data center. In other words, you may have to poke a few holes in the building if the new space reminds you of a hot, stuffy attic. It doesn’t take long for expensive servers to incur serious damage due to cooling failures, so having good monitoring and alert systems in place is essential.

Flooring is another issue when converting existing space into a data center. Chances are the existing office space was never designed to house a data center, so the flooring will likely need upgrading. Raised up to be precise. Raised flooring supports such underlying elements as electrical systems, communications cabling, network systems, and fire suppression services. An under-the-floor

Factors To Consider

The following is a list of factors to consider when renovating office space to hold a data center:

Structural Floor Loading

Offices average 75 pounds per square foot; data centers normally hold 125 pounds per square foot minimum, 150+ pounds per square foot preferred. Data centers hold a lot of heavy equipment in very close proximity. This is the No. 1 consideration; if the building doesn’t have the proper structural floor loading capacity, locate the data center somewhere else.

Floor-To-Floor Ceiling Heights

Data centers with raised floors should have a minimum clearance of 14 feet (2-foot raised floor, plus 10-foot main data center, plus 2 feet above the ceiling). Office-oriented space rarely offers this clearance. This issue addresses cooling in the data center. The ability to remove/dissipate heat and distribute cool air is the key to an effective and efficient data center environment.

Electric & HVAC Separation

The data center should ideally have fully separate and independent electric and HVAC infrastructures. You want to minimize, to the greatest extent possible, the ability for something or someone outside of the data center to adversely affect the operation and safety of the data center.

Wet Fire-Suppression System

Data centers and water do not mix well. The wet suppression system should be converted to a dry-pipe system in the data center (dual interlock being the best of this type) or a gas suppression system (such as FM200). If this is a multistory building and there are people spaces on floors above the data center, then there will still be wet pipes over the data center and on the floor(s) above, which is still a concern for the data center.

SOURCE: FORSYTHE

air-conditioning system might also be a good idea. Many contemporary data centers have even adopted the use of overhead signal troughs to minimize cabling under the floor that can impede good airflow.

The last important ingredient in the mix would be a great fire detection and suppression system. Look for data center-specific equipment. Ansul’s SAPPHIRE Fire Suppression System (www.ansul.com) and Vision Fire &

Data Center Planning

Here are a few things to consider when planning for a data center:

- ☐ Continuous availability is a direct result of the reliability of the data center’s building systems infrastructure.
- ☐ Advances in science continue to reduce the physical size of technology, greatly increasing the quantity of technology that will fit within a cubic foot of floor space.
- ☐ Nothing lasts forever; unplanned outages occur despite the best planning efforts.
- ☐ Air space is less costly than floor space.
- ☐ Redundancy, single-point-of-failure avoidance, maintainability, flexibility, and scalability are essential components of critical environment design.
- ☐ Planning a data center and operating a data center require different skill sets.

SOURCE: FORSYTHE

Security’s VESDA fire detection devices (www.vesda.com) are both great examples of equipment suited for the enterprise. Having water sprinklers in the middle of the room simply won’t cut it.

These issues are the essentials in the data center. Look at them as wise investments. Sure there are ways to cut costs, but trimming off the necessities will ultimately spell trouble.

Pearls Of Wisdom

To round out the essentials, Harris adds another bit of advice. “One of the biggest issues is the cost of real estate and the location of the real estate. For many companies, their people space is located in the highest rent or cost areas of their local geography. For a data center, which has among the highest per square foot capital buildout, as well as operating costs, locating the data center in high rent/cost locations will only increase operating costs. Additionally, the reasons for putting personnel in a certain location (accessibility, customer proximity, visibility, etc.) are usually contrary to the security requirements of a data center.”

Harris offers one last piece of wisdom. “Measure twice and cut once. Take the time to do a thorough investigation of the site.”

It is obvious, then, that sticking a few servers together in the same closet doesn’t constitute a data center. Data center planning and conversion is more than that. It requires careful investigation, analysis, and most importantly, an experienced hand. It might be a good idea to seek advice from experts such as Forsythe. Doing so will likely save both time and money in the long run. After all, what is a great conversion without piece of mind and savings to go with it? ■

Doing Business The IBM Way

On-Demand Strategy Is More Than A New Way To Discuss Old Technology

by David Garrett

ON-DEMAND. It's a term you hear every day in 10 different ways. In fact, it's one of the words that gets a new definition from each person you ask.

So we asked John Lutz, On-Demand business vice president for IBM, the firm that coined the term and employs it to describe an array of software, hardware, and, above all, business concepts that promise to do nothing less than improve the way business is done, globally.

"Our definition of On-Demand starts with the state of the business itself," says Lutz. "It's not something IBM offers to sell. It's not a set of software and hardware. Instead, it's a state of business in which every business process is interconnected and supported with the right technology, to allow all the necessary integration inside the firm and to the customers and the supply chain."

In other words, in its purest form, On-Demand refers to a way of binding technology to the business process, leaving the two as tightly knit as peas in a pod. It's the end of technology for technology's sake and the return of technology as it was meant to be.

ness process, leaving the two as tightly knit as peas in a pod. It's the end of technology for technology's sake and the return of technology as it was meant to be.

Back To The Future

Take this point Lutz makes about the evolution of business technology.

"If you go back to the '60s and '70s," he says, "there was no notion of IT as a separate discipline. Some people got the job of making a billing system or reservation system or whatever, and they just hap-

time, says Lutz, "there tended to be a fair amount of drift between the technology community and the business community."

The result? IT shops emerged. CIOs were born and made. And corporate technology took on a life of its own.

Corrections (Or, Customers First)

But in IBM's self-avowed bold vision of On-Demand, it doesn't have to be that way.

Take this example. As a firm takes on new projects, products, and lines of business, it tends to do so "app by app." It has a CRM and ERP system, along with all the servers and storage it needs to run them. But it does little to integrate them and truly bend them to the needs of customers.

In IBM's vision, Big Blue sees these systems combined and tightly integrated through the use of utility computing, autonomic (or self-healing) systems, virtualization, and high-end adaptive automation.

The end result? According to Lutz, you'll get "an end to the problem of integrating all your systems across the enterprise. We've all seen it," he says. "The airline may have me as a [platinum] member, but when I call with a simple request they can't help me. They have to ask me to call some other number and plug into another system."

Share & Share Alike

In this vision of high integration, IBM sees companies in which formerly disparate operations, such as accounting, fulfillment, and customer relations, not only share the same networks and systems but intimately understand the others' work. And that lets the business deal with the customer as he should be dealt with—flawlessly.

Of course, IBM is not alone with the notion of On-Demand.

Other marquee names, such as Sun and HP, have designs on the realm of high-end integration and business planning. (Note: For more information on other companies' real-time infrastructure initiatives, see the other articles in this section.)

But, says Lutz, none of them have the capacity to deliver the whole package, soup to nuts. "We know that in combination, other folks can propose similar capabilities," he says. "You might have a consultancy, then a systems integrator, then a company that provides hardware and software on top of that. But with cycle times being what they are, we're seeing folks attracted to the idea of getting their business consulting from the same place that they get their technology expertise."

And in the end, this means that IBM's On-Demand vision is large indeed. The world's biggest IT firm sees itself as a single, end-to-end provider of technologies that truly serve a business need or enable a business process, the way they did in the days when IT was not a separate fiefdom in the enterprise, but one that lived and breathed to serve the business.

Only time will tell what happens to that notion, of course. But when all the votes are counted, it could mean that On-Demand is very much on target, too. ■

The Problem Of Disuse

Part of IBM's On-Demand push lies in making sure that networks are used to their full capacity. According to John Lutz, On-Demand business vice president for IBM, most networks are grossly underused because of a lack of integration.

"You have wildly disaggregated technology," he says, "because each system tends to get overbuilt for the sake of extra capacity and peak loads and regulation environments and so on, and you very often have 3x, 4x, and 5x what's required." The result? "We see server utilization at 5% to 15%."

Lutz speaks daily with customers who give him this data. "I've never had anyone claim over 50% aggregate utilization," he says. "I've had some bold assertions at 20% to 30%, but that's it."

On-Demand & RTI

"Real-time infrastructure" is now in its 15 minutes of fame as an industry buzzword. It lumps together large initiatives such as IBM's On-Demand strategy and HP's Adaptive Enterprise.

IBM's On-Demand can be called an RTI initiative that concentrates on these key points:

- First, networks, software, and hardware should be tightly integrated with the business process, serving the process and not forcing the process to serve the technology.
- Those very same networks, software, and hardware should be tightly integrated with one another, using advances in utility computing, autonomic computing, virtualization, and automation.
- Last, with its Global Services division, IBM can offer not only high-end technology support but business support as well, serving as more than mere network consultants.

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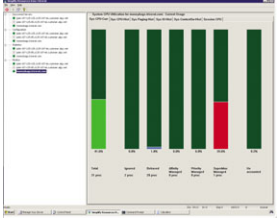


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HP's Adaptive Enterprise

Bridging The Gap Between Business & IT

by Sandra Kay Miller

WHEN IT COMES TO the 24/7 data center, the stakes have never been higher. Constant retooling of the corporate infrastructure to meet the demands of a dynamic enterprise has led to the evolution of real-time infrastructure. The Adaptive Enterprise from HP is designed to assist organizations with their RTI to harmonize the processes between the core business and IT operations.

"Customers don't buy an Adaptive Enterprise—they build an Adaptive Enterprise," says Ram Appalaraju, vice president of the Adaptive Enterprise program at HP. Designed to cut across business and IT initiatives and overall operations, HP's RTI solution is promoted as more of a service than a product.

HP's Adaptive Enterprise centers on the concept of Darwin Reference Architecture, meaning that business and IT processes evolve through standardization, simplification, modularization, and integration to meet the needs of real-time operations. By aligning IT and business, HP aims to help organizations capitalize on opportunities instead of missing the boat while trying to institute changes.

Keep It Simple

"Simplification and standardization are critical processes our customers need to go through to understand how to get RTI," Appalaraju says. Because redundancy and customization have become so common, IT simplification and standardization can have a huge impact in the enterprise. This can be accomplished through a large-scale IT consolidation or by building a shared resources infrastructure so

hardware, software, and licenses do not have to be duplicated unnecessarily. Appalaraju points out that with increased commonality of IT resources, more maintenance dollars are often

freed up for business innovation.

The second half of the RTI equation is integration and modularization. HP's concept of modularization pertains more to services than hardware or resources. An Adaptive Enterprise aims to modularize services instead of assets. This creates an intelligent management framework, meaning that resources can shift at a moment's notice without having to jump through hoops to get the support from IT to facilitate the change.

Although the Adaptive Enterprise may sound as if it's destined only for the realm of large enterprises, SMEs can greatly benefit from developing

an RTI. Again, Appalaraju preaches standardization and simplification. "Simplicity drives costs down, reduces complexity, and increases productivity," he says.

Standardization doesn't only apply to hardware. Appalaraju explains that by building a common infrastructure, such as a .NET or a J2EE platform, operations people can better agree on a common set of frameworks and standards, which facilitates integration. By improving

integration at the infrastructure level, business initiatives can be modified on demand.

RTI In Action

A big plus for HP's Adaptive Enterprise is the flexibility it offers. For example, the University of Wisconsin has worked with the Adaptive Enterprise team to implement OpenView Operations and Network Node Manager in a statewide and campus deployment.

"We are really happy with it and are looking at implementing the OpenView Service Desk," says Klara Jelinkova, manager of operational integration and support for the university's IT division. Although the University of Wisconsin doesn't use HP/Compaq systems and cannot take advantage of built-in server solutions such as on-demand provisioning, Jelinkova points out that the university still garners value from the Adaptive Enterprise principles.

Despite the recent executive shake-up at HP, Appalaraju is adamant that the company is sticking to its strategy to develop and deliver the Adaptive Enterprise. "It's a very compelling strategy. Our customers believe we are on the right track," says Appalaraju. Jelinkova concurs: "We had concerns about going forward with the products, but we're communicating with HP and we're quite happy."

HP's Adaptive Enterprise has achieved RTI by combining technologies, services, standards, and products so they function in harmony to create flexible business processes with on-demand change capability. ■

Building Blocks For An Adaptive Enterprise

Based on principles rather than product, HP applies the following standards across infrastructure, application, and business processes to build an Adaptive Enterprise. The sum effect is a reallocation of resources from vertical to horizontal organization. This means that applications assembled within a universal infrastructure can be developed more easily, and change can be deployed across the entire enterprise faster.

Modularization	Disassembles monolithic structures into reusable components, which provides more opportunities to share resources throughout the enterprise.
Integration	Dynamically links similar IT resources and business processes together to form functional systems, especially with the use of third-party components.
Standardization	By using industry-standard interfaces, platforms, and tools, enterprises can gain more control of both the delivery of IT services and management.
Simplification	The consolidation of applications and infrastructures facilitates rapid changes within the business while reducing costs and labor associated with transformation across the board.

Microsoft Feels Your Pain

Dynamic Systems Initiative Is Blueprint For Smoother System Management

by Ericka Chickowski

MICROSOFT IS WELL AWARE of the challenges that enterprises face in managing their systems. It has spent millions studying these challenges and understanding the major drains on IT staff time. According to an Accenture study commissioned by Microsoft, IT departments can exhaust up to 70% of their time maintaining existing systems. This can be a significant drain on departments tasked with innovating new solutions that will help their businesses make money.

Over the past few years, Microsoft has promised to help IT professionals sustain a better balance between maintenance and innovation. Its goal is to get the percentage of time devoted to maintenance down to 55%. Its game plan is called the Dynamic Systems Initiative.

A New Approach To Enterprise Management

DSI is Microsoft's long-term commitment to improve enterprise management solutions. The company is two years into what it claims is a 10-year, multibillion-dollar effort to change the way it and its partners develop hardware and software.

"Traditionally, the building of management solutions comes very late in the cycle, after products are released, and the management solution . . . is meant to cover over the cracks," says David Hamilton, director of Microsoft's Windows and enterprise management division. "We took a different approach with the Dynamic Systems Initiative, which assumes that management information can be built into hardware and software right at development time. We believe that this will revolutionize the whole process of enterprise management."

The idea, he says, is to automate many of the routine tasks associated with updating systems and deploying applications. DSI's long-term goal is similar to other initiatives in the IT world: to bring real-time infrastructure to fruition.

Microsoft hopes to not only decrease the amount of time IT spends on maintenance, but also cut down on human error. Gartner

analysts currently ascribe 40% of system downtime to operations errors.

Although DSI might not sound that different from other vendors' plans for RTI, the differentiating factor is Microsoft's ubiquity in the enterprise. With the juggernaut of Microsoft and its partners working on this initiative, IT managers are bound to feel DSI's effects at some point during the next decade.

SDM is an XML blueprint that establishes a common software contract between development, deployment, and operations. Tools supporting SDM will let IT managers explicitly define data center standards and policies for development. It will also give developers the ability to encode operational requirements into their applications at design time.

Support of SDM is still elusive, but the development of future releases is focused on designing products that can evolve into the SDM architecture.

As Bob Muglia, senior vice president of the Windows Server division, explained last year at Microsoft Management Summit, one of the key ways Microsoft is doing this is by focusing on its core OS product lines.

Developing Roadmaps

"DSI is about designing software that has an inherent knowledge built into it," Hamilton says. "This can be knowledge of the designers' intent for those systems, knowledge of the environment in which systems operate, knowledge of IT policies that govern those systems, or knowledge of the user experience associated with those systems."

Software with such knowledge is the strongest foundation for an IT department striving for real-time management of its infrastructure. In the long run, Microsoft hopes to produce the biggest RTI trump card of all by getting the industry to support what it calls SDM (System Definition Model).

"You know, today's operating systems really aren't that operationally aware," he said in his keynote at the summit. "They aren't designed with the idea of what it takes to run them on an ongoing basis, and usually that's been relegated to third-party add-on tools. So we're thinking about how we can enhance the platform and are putting a tremendous amount of emphasis into the core platform, adding features to make it more inherently manageable out of the box."

Results Already

While there are still years to go in the DSI playbook, Microsoft is already touting achievements made in conjunction with the initiative.

"Although we are early in the effort, there are some markers along the way. First, we've made efforts around MOM 2005—an event- and performance-management tool for Windows Server System—to simplify identification of issues, streamline the process for determining the root cause of problems, and facilitate quick resolution to restore services or to prevent potential outages before they occur," Hamilton says.

Other DSI-related rollouts include the introduction of SMS 2003 feature packs and launches of Virtual Server 2005, Active Directory, and Identity Integration Server. DSI-focused partnering has also led to the development of the WS-Management protocol written with help from AMD, Dell, Intel, and Sun for Web services development.

DSI At A Glance

What does Microsoft's Dynamic Systems Initiative really mean for your business? Here are answers to some of the most common questions about DSI.

What is it? Dynamic Systems Initiative is Microsoft's long-term strategy for helping IT managers create an agile infrastructure that can be managed in real time. The company and its partners are working to improve manageability of its core products and develop additional tools for infrastructure management.

How is Microsoft executing the initiative? The company plans on unifying the software architecture with an SDM (System Definition Model), a live XML-based blueprint that captures and unifies the operational requirements of applications with data center policies. It will allow IT staffers to automatically provision and dynamically change applications in real time.

When will we see results of DSI? Products that are already being affected by the DSI vision include Microsoft Operations Manager 2005, Systems Manager Server, and Microsoft Virtual Server 2005. SDM support is expected first in future iterations of MOM.

Who is involved? Microsoft has recruited its heavy-hitting partners. The list includes Computer Associates, Consera, Dell, EDS, HP, Opware, Think Dynamics, AMD, Intel, Centrata, and Sun, among others.

Do the partners matter? It seems that Microsoft is serious about effective partnering for this initiative. An example of this is the November 2004 announcement of Microsoft and Dell's decision to integrate Dell OpenManage 4 systems management software with Microsoft Systems Management Server 2003.

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RTI: What Other Manufacturers Are Up To

Sun, AT&T & EMC Address The Challenge Of Real-Time Infrastructure

by Tony Bradley
• • •
IT SEEMS TO BE PART utopian vision and part marketing hype. Imagine a world where virtually unlimited computing power is at your disposal, dynamically allocated to fit the needs of the moment. In a nutshell, that is the goal of real-time infrastructure, or RTI.

RTI promises to let IT admins dynamically respond to changing information technology needs and make full use of available technology assets while also lowering IT costs. To realize that vision, though, different network technologies must work in concert, and different business units or projects have to be willing to share data center resources.

Typical network environments and data centers are filled with servers that may be often under-utilized, yet also unable to adequately handle spikes in demand. “[In] today’s typical data center, the typical environment is not shared,” asserts Donna Scott, a vice president and distinguished analyst for the Gartner Group. “Dedicated servers must be [designed] for peaks in demand.”

Some of the companies that provide a range of enterprise-class computer networking services and equipment, such as IBM and HP, are in a position to provide the array of components necessary for an RTI solution. However, some smaller companies still have contributions to make to the overall RTI picture, particularly for smaller businesses.

Sun's N1 Grid

Sun Microsystems is a pioneer in the area of pooling server resources

so that the sum is greater than its parts. “RTI typically comes about via automation, which delivers savings in time and effort,” says Sun’s N1 Grid team. “Smaller companies in particular will be able to do things that are not feasible with their current resources and budgets. Related to this is the opportunity arising from utility computing. Now smaller organizations that couldn’t buy 5,000 systems can rent them for a finite duration to address problems they might not have been able to address before.”

The Sun N1 Grid provides a means for pooling and sharing processing power and using what otherwise might be wasted capacity, but it does not have all of the components of a true RTI solution. Attaining that goal requires broader virtualization of database processing power and storage capacity, among other things, to encompass the range of data center tasks and services.

Sun’s N1 Grid team realizes that more growth and evolution needs to take place. “Everybody has a different idea of the ‘true RTI goal,’ such as addressing the problem of today’s compute-intensive workloads. Tools like Grid Engine and others help to largely address this issue, but there is more work to be done, particularly in linking multiple organizations in collaborative ways and integrating compute-intensive workloads with the rest of the data center.”

Ma Bell Eyes The Future

AT&T is another company with a grand vision of providing RTI for its customers. Eric Shepcaro, AT&T’s chief strategist, says, “Today’s hypercompetitive global

environment puts greater emphasis than ever before on flexibility, adaptiveness, responsiveness, and time to market. At the same time, cost control is key. RTI [lets] companies respond to external events and be proactive in exploiting emerging market conditions while managing cost through usage-sensitive pricing models.”

Like Sun’s N1 Grid, the current focus of AT&T’s RTI efforts is on providing CPU processing power on an as-needed basis. AT&T, beginning with its roots as a POTS provider, is a veteran in providing service on a pay-per-use basis.

AT&T has offered a variety of other pay-per-use services in the past few years, including managed storage, hosting, and tape backup and restore services. Recently, AT&T introduced a managed utility-computing offering, allowing customers to purchase CPU processing power on a pay-per-use basis, as well.

AT&T has been around for a long time and it is well-established throughout the world in various markets. This gives it a unique position to leverage. “In the same

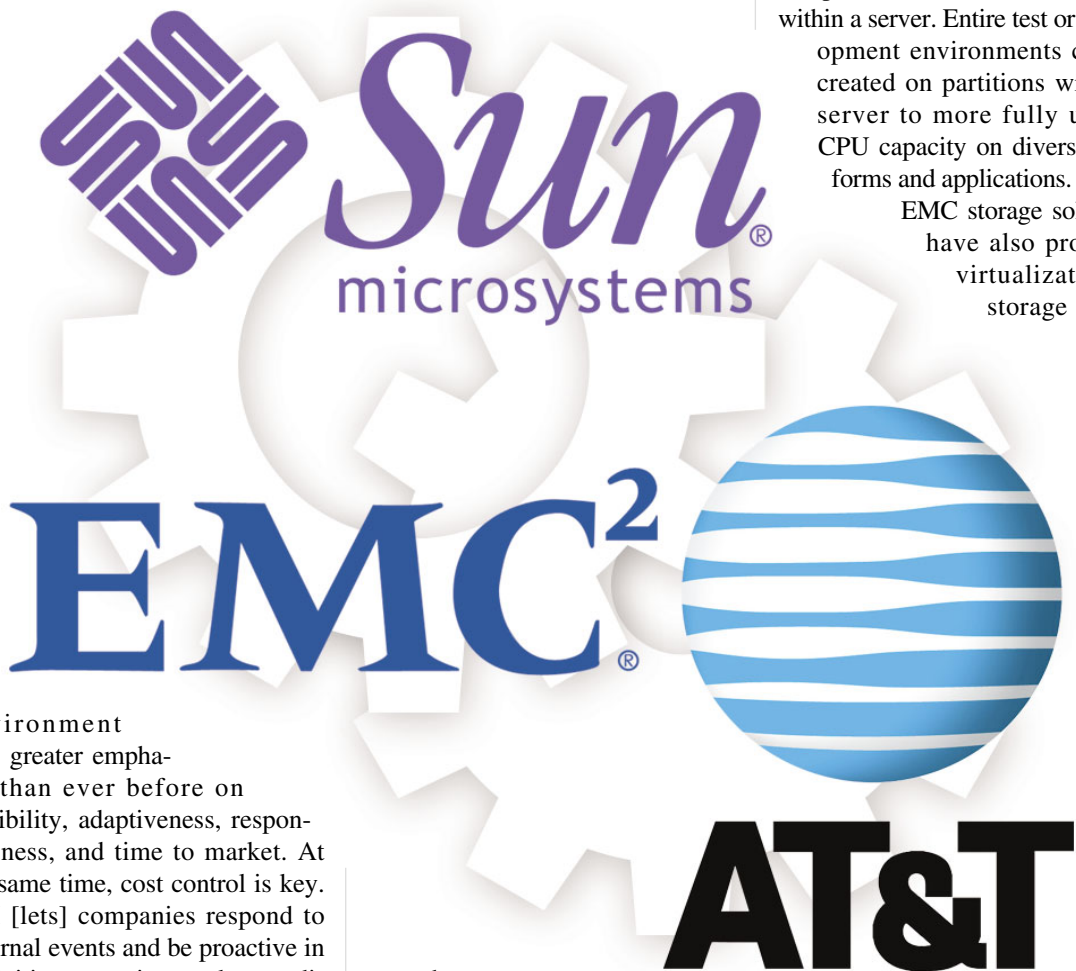
way that building a house may take a year but renting a hotel room takes only minutes, AT&T can provide the servers, storage, network, and applications environment in a dramatically shorter interval than clients can do it themselves. With our global coverage, we can meet the needs of local or multinational clients based on our footprint on four continents,” says Shepcaro.

But, like Sun, AT&T recognizes that the true realization of RTI is not here yet. Shepcaro concludes, “RTI is not a destination, but a journey. Reducing cycle times for initial provisioning of infrastructure and subsequent Moves, Adds, Changes, and Deletes is something that we continue to focus on. Being able to support spikes in customer demand intelligently and cost-effectively is also a focus area.”

EMC: Storage Solutions For RTI

EMC, an industry leader in providing enterprise-class storage solutions, has its own vision of real-time infrastructure. But unlike Sun or AT&T or the larger network hardware and computer services providers, EMC operates in a niche market. EMC provides key aspects that are necessary to achieve true RTI. EMC is a pioneer in virtualization. Its subsidiary, VMWare, allows companies to create virtual servers within a server. Entire test or development environments can be created on partitions within a server to more fully use its CPU capacity on diverse platforms and applications.

EMC storage solutions have also provided virtualization in storage space.



Creating virtual hard drives within a larger physical storage space allows for faster provisioning and dynamic allocation of space.

Achieving The Goal

Gartner’s Scott says, “RTI represents not just a reduction in IT costs, but also an improvement in agility.” But RTI also faces roadblocks. “One of the primary inhibitors to the success of RTI,” she adds, “is political infighting and lack of desire to share servers.”

Each vendor has its own vision and its own ideas for how to achieve it. Ultimately, a true RTI will probably require standards for different technologies to work together, as well as collaboration among companies to combine the necessary services and technologies. ■

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PRODUCT

RELEASES

CASES & CABLES

■ **Coraid** updated its EtherDrive Storage Blade line with a new 4U rackmount shelf. The new shelf is 14.5 inches deep and houses two power supplies, which means customers can choose single (3U) or dual (4U) rackmount enclosures when buying EtherDrive Storage Blades. The redundant power supplies are hot-pluggable. Coraid is targeting the EtherDrive Storage Blade 4U shelf at enterprise users who require power failover. EtherDrive Storage Blade customers connect a server to the blades via Ethernet connections to create storage arrays.

■ **Keyspan** has added two new cables to its ZIP-LINQ line. The new USB 2.0 retractable cables connect a computer to USB 2.0 or USB 1.1 devices. They are 4 inches long when retracted and 4 feet long when fully extended. The USB 2.0 retractable cables support data transfer rates of 480Mbps and are available in three versions. The different versions have USB “B” connectors, mini USB 4-pin

connectors, or mini USB 5-pin connectors. The other new cable in the ZIP-LINQ line is the new Cat5E Ethernet retractable cable, which connects a computer to a 10/100 Ethernet network. It can extend to 5 feet and features Evernew flat Cat5E cabling with twisted pair construction.

DATA COMMUNICATIONS

■ **AVTECH Software** introduced the latest version of its TemPageR hardware temperature-monitoring device. The TemPageR device plugs directly to your network via Ethernet port and checks the temperatures every two seconds and features a Web interface. The front of the device features three RJ-11 ports for external standard range or long distance temperature sensors (up to 900 feet). If temperatures get out of hand, the TemPageR can send alerts to mobile phones, pagers, PDAs, or email. The TemPageR is available for \$395.

■ **Crossroads Systems** is targeting its new network appliances at IT personnel who manage database and application security and

compliance. The new StrongBox family includes the StrongBox Monitor, an out-of-band appliance that lets admins monitor the application infrastructure. The appliance captures and analyzes database traffic and boasts reporting software that includes preformatted reports (tabular, graphical, and map). Crossroads also plans to offer the StrongBox Tracker, a device that captures database traffic and creates auditable records.

■ The new Shiva 500 VPN Gateway from **Eicon Networks** lets larger companies secure smaller branch offices or home offices. The Shiva 500 VPN Gateway includes Shiva CMS (Central Management System) to allow admins remote control over the gateway from a central location. The Shiva 500 VPN Gateway is made to work with DSL and cable network technologies to provide a fast and secure connection to corporate networks.

■ **Linksys** announced two new switches: The SRW2016 is a 16-Port switch, and the SRW2024 is

a 24-Port switch. Both are 10/100/1000 Gigabit switches and have WebView remote monitoring and Web browser configuration. Both switches also have fiber expansion to let administrators manage a network remotely. They also have two Mini GBIC expansion ports that let administrators add mini GBIC SFP Transceivers. The switches include 10/100/1000 full duplex, auto MDI/MDI-X ports and 802.1x authentication and radius support. Another feature of these switches is their support for 64 VLAN, 8 port trunking groups, console port, and 802.1p CoS (Class of Service). Estimated prices are \$479.99 for the 16-Port model and \$599.99 for the 24-Port model.

■ **Packeteer** introduced new features for its family of WAN appliances. The company added the Web Services Workbench, which lets users monitor and analyze Web services performance and prioritize SOAP and HTTP traffic. The Workbench creates new classes and develops profiles to keep

track of SOAP traffic. (It subclassifies SOAP within HTTP.) Packeteer also added Layer 7 application classifications (bringing the total to more than 450), including VoIP classifications Vonage and Skype. Packeteer also added subclassifications for these classifications. Packeteer offers all of the features to current customers free.

■ **Procom Technology** has introduced the NetFORCE 4000N, an NEBS version of its NetFORCE 4000 Series. This NAS filter is compliant with NEBS Level 3 and can withstand even 15,000V of discharge. In addition, the NetFORCE 4000N is also resistant to temperature fluctuations as extreme as 144 degrees Fahrenheit and earthquakes rated at 8.3 on the Richter scale. The NetFORCE 4000N comes with a redundant -48V DC power supply and has a different chassis than other members of the NetFORCE 4000 line. A clustered model, the NetFORCE 4250cN, is also available.

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Notebooks May
Become A Bit
More Secure

National Semiconductor’s SafeKeeper Trusted I/O Device
Helps Protect Against Hackers & Viruses

by Alan Petraske

LOST AND STOLEN LAPTOPS can be a gold mine of critical information and a free pass to the network. The consequences can be catastrophic. Victims of stolen personal, confidential, or sensitive information lose much more than data. Companies face major

expenses for system rebuilding caused by unauthorized changes to system parameters. And the corruption of important records—or even the perception of compromised integrity—may have severe legal consequences.

According to National Semiconductor and other vendors at the Trusted Computing Group, a

nonprofit industry standards body, the strategy of continually adding and updating outside barriers to viruses and intrusion is not reliable enough in today’s computing environment. Even traditional security mechanisms such as encryption keys, digital certificates, and firewalls are not as safe as they appear because they

generally store security information on an unprotected hard drive and in unprotected memory. Software is simply not enough. Truly reliable protection comes from hardware-based, embedded security subsystems based on the industry-standard TPM (Trusted Platform Module) chips, chips that are soldered right onto the printed circuit boards to store vital elements of the computer’s identity.

National’s SafeKeeper Notebook Trusted Input/Output device is a microcontroller that securely stores passwords, digital certificates, and encryption keys in non-volatile memory within the TPM. It is specifically designed to protect platform and user identification information from software-based intrusions. Building on such devices, PC manufacturers can protect their customers’ software, such as the BIOS, OSes, and applications, from unauthorized snoopers or malicious attacks. In turn, this can guarantee secure email, protected digital signatures, and protected platform settings. National’s SafeKeeper Notebook security device was recently

selected for IBM’s latest notebook computer, the IBM ThinkPad T43.

Competing TPM chip and systems vendors include Atmel, Fujitsu, HP, Infineon, Intel, STMicroelectronics, and Wave Systems. They have also developed TPM chips, software, and TPM-capable motherboards and system-level products that comply with Trusted Computing Group hardware and software

Snapshot

National Semiconductor SafeKeeper Trusted Input/Output device


Helps to protect stored passwords, credit card numbers, digital signatures, and other digital secrets from compromise and unauthorized use

(408) 721-5000
www.national.com

specifications. However, only National’s Trusted I/O devices are fully integrated, combining legacy super I/O chip capabilities, a TPM, and other commonly used security functions to implement the industry standard. P

Web Authentication
Virtual Booth 3944 • Virtual Product 1838

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DATAKEY

PRODUCT

RELEASES

Continued from Page 14

■ **SMC Networks** launched two switches targeted at SMBs: the TigerStack 10/100/1000 48-Port Stackable Managed Switch (SMC8748M) and the TigerStack 10/100/1000 24-Port Stackable Managed Switch (SMC8724M). With switching capacities of 156Gbps and 108Gbps, respectively, the SMC8748M and SMC8724M provide ACLs and 802.1x for security. Interested consumers can also add an optional one-port 10 Gigabit XENPAK Module for a 10G uplink, and up to four ports on either switch can be converted to mini-GBIC expansion slots for fiber connections. Both switches also feature Multiple Spanning Tree Protocol and stack-wide link aggregation. The SMC8748M and SMC8724M are available for \$4,999.99 and \$3399.99, respectively.

■ **SOYO** announced its new Z-Connect 4-Port single and dual mode gateways. Designed for

telecom carriers, VoIP wholesale dealers, and SMBs, the Dual Mode Gateway manages incoming calls from both IP and PSTN (Public Switched Telephone Network) using its DID (Direct Inward Dial) function and can also automatically switch between the two to find the best rate for outgoing calls with its intelligent switching function. The single-mode gateway can provide instant broadband capability for up to four analog phones or fax lines.

■ **Zonet** launched the ZFM-5620-MT, a V.92 PCI modem and the Zub6111C. Featuring a 56000/33600 data download/upload transfer rate, the ZFM-5620-MT also provides voice/TAM and videoconferencing capabilities. The Zub6111C, a Class 2 Bluetooth USB adapter, is the successor to Zonet's Zub6110C and has 723Kbps transfer rate. The device's range extends up to 30 meters, and Zonet expects it to follow on the heels of the Zub6110C's success.

GRAPHICS & VIDEO

■ **Advantech** announced that it was replacing the FPM-2150G display with the FPM-2150GA, a ruggedized 15-inch LCD. The company also upgraded the touch-sensitive FPM-2150GA-R. Both models comply with the NEMA4/IP65 standard and have metal enclosures that make them compatible with panel, rack, and VESA mounting systems.

MOTHERBOARDS

■ **Axiomtek** introduced the SBC84600, a 3.5-inch Capa board with VIA Eden/C3 processor supporting up to 1GHz. These components work with the VIA VT8606 core logic and S3 pro Savage4 2D/3D/Video and support 16:9 display (HDTV/Plasma resolution type: 1,280 x 768 or 848 x 480) and TFT, STN, and DSTN panels up to SXGA resolution with 32MB frame buffer sharing system memory. The system also has four COM ports.

POWER DISTRIBUTION SYSTEMS

■ The MAX8717 from **Maxim** is a switched mode power supply for notebook computers and other portable electronic devices that run on a battery. The MAX8717 handles 5V/3.3V systems and helps provide consistent, smooth power. The chip's soft-start feature prevents an inrush of power when switching on the system, and soft-stop prevents negative voltage dips.

PRINTERS & SCANNERS

■ **Fujitsu** has unveiled the Fujitsu fi-5110C, a desktop scanner for decentralized or workgroup scanning applications. The Fujitsu fi-5110C can scan documents ranging in size from business cards and checks to legal-sized and other long documents up to 34 inches. This scanner has high-speed USB 2.0 connectivity, a 50-sheet automatic document feeder, and double-feed detection to prevent errors. It has scanning speeds of up to 15ppm in simplex mode and

30ipm in duplex mode. The Fujitsu fi-5110C has 600dpi resolution and dual CCD scanning arrays. It comes with Adobe Acrobat 6.0 Standard, ScandAll 21 software and TWAIN and ISIS driver support. The Fujitsu fi-5110C is priced at \$895.

■ **Ricoh** introduced the Ricoh Aficio CL4000DN, a color laser printer designed to fit the needs of SMBs. The CL4000DN features a 26ppm print rate when printing in color and black and white. It also has a 1,200dpi resolution. This printer has a 550-sheet paper tray and a 100-sheet bypass. The CL4000DN also features USB and 10/100 Base TX Ethernet connectivity. Ricoh's latest addition can be enhanced with an optional image scanner. The Ricoh Aficio IS200e is a scanner that provides full color and black and white scanning at 16ppm and 33ppm, respectively. The Aficio CL-4000DN is available for \$1,999.

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New Conferencing Products Support SIP

Polycom Releases Two New SIP Compliant VoIP Conferencing Devices

by Joseph Pasquini

POLYCOM, A COMPANY known for its conferencing solutions, has introduced two new products that support the Session Initiation Protocol VoIP communications standard. The VSX 6000 video-conferencing system and the SoundStation IP 4000 SIP conference phone expand the company's VoIP and VSX branded video-conferencing lineup.

"We are extending our end-to-end support for SIP with the first SIP conference phone and the industry's only entry-level video-conferencing system that supports SIP," said Steve Huey, chief marketing officer of Polycom.

The compact Polycom VSX 6000, which is intended for small meeting rooms, is marketed as an entry-level video-conferencing

system for companies wanting high-quality video collaboration on a limited budget. The integrated midrange speaker delivers 14KHz audio with a 360-degree voice pick-up from the VSX microphone array, while H.264 video enables quality video at low bandwidths. In addition, the 6000 offers audio error concealment and the ability to add voice-only participants with the addition of an optional SoundStation VTX 1000 conference phone.

The VSX 6000 also features extensive SIP support for Microsoft Live Communication Server and Nortel Networks Multimedia Communication Server (MCS) 5100 and 5200 products, as well as built-in Cisco CallManager 4.0 ECS support. Web streaming and closed captioning are also supported. ISDN support, however, is not included.

The new conference phone, the SoundStation IP 4000 SIP, augments Polycom's existing VoIP lineup with the addition of SIP support. With an appearance similar to that of the triangular-shaped family of prior SoundStation offerings, the IP 4000 delivers high-quality audio and microphone sensitivity allowing meeting participants to be clearly heard up to 10 feet away from the unit. Gated microphones serve to reduce distracting echo and room noise, and optional extended microphones can expand coverage to 20 feet x 30 feet for larger conference rooms. The IP 4000 also features a backlit, graphical 248 x 68 pixel resolution LCD which offers simple access to standard business telephony functions such as transfer, hold, redial, and conference.

Kevin Young, senior manager at Polycom, explains that the VSX 6000 and SoundStation IP 4000 are designed to complement each other. "The two devices offer high-quality, standards-based solutions for

IP voice and video conferencing. A customer can deploy both in a conference room, giving them two devices for different meeting applications that run over the same IP network," says Young.

The new Polycom offerings face eventual SIP-based competition from such industry players as Sony, Tandberg, and Siemens.



SNAPSHOT

Polycom VSX 6000 and SoundStation IP 4000

\$4,999 (VSX 6000); \$1,099 (SoundStation IP 4000)

New telephony conferencing solutions that offer SIP support

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Virtual Booth 3651 • Virtual Product 1206

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PRODUCT

RELEASES

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PROCESSORS, CHIPSETS & MEMORY

■ **Infineon** is sampling what it claims is the industry's first dual-die 4GB DDR2 registered DIMMs for servers. The company's Dual Die process stacks two 1Gb DDR2 BGA SDRAMs to make each of 18 2Gb components on one of the new DIMMs. The company says that Dual Die only increases component height by 0.1mm, which preserves airflow space between DIMMs.

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■ Five new processors from **Intel** will feature 64-bit support via Intel's EM64T (Extended Memory 64 Technology). The Intel Pentium 4 Extreme Edition 3.73GHz Supporting HT Technology is the centerpiece of Intel's announcement, with four processors in the 6xx series (with clock speeds ranging from 3GHz to 3.6GHz) rounding out the offering. The Extreme Edition processor will support FSB speeds up to 1,066MHz, and the four 6xx processors will have an 800MHz FSB. All five processors

have a 2MB L2 cache. Intel also announced every future processor (including its Celeron D line) will have EM64T. Prices for the five new processors per 1,000 units range from \$224 to \$999.

SECURITY

■ **AppRadar** from **Application Security** integrates with the company's flagship product, AppDetective, to help protect sensitive information stored in company databases. AppRadar monitors activity at the application level and reports suspicious activity from both outside and inside the network (an attempt to access sensitive information by someone within the company, for instance, will trigger an alarm). When integrated with AppDetective, AppRadar can take into account specific vulnerabilities of a database platform. The software includes integrated HIPAA and Sarbox compliance monitors to make sure your company's policy meets the requirements set forth.

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■ **The Planet** now offers ISS' (Internet Security Systems') Real-Secure Server Sensor to monitor

network activity. The Planet offers this service via its Focus Series and Total Control products. Server Matrix customers can add this service for a fee. The Sensor boasts built-in signatures, a protocol-analysis mechanism, and the ability to detect events and prevent intrusion. The Planet's Security Operation Center offers round-the-clock security via these services. The Planet is targeting its new feature at enterprises that want to lower server downtime and security costs.

SERVERS

■ **IBM** announced the eServer X3 architecture designed for 64-bit Intel Xeon processor-based xSeries servers. X3 architecture lets 32-bit and 64-bit applications work simultaneously, while delivering up to 38% performance increases over the previous-generation Xeon-based systems. IBM also introduced the dual-core-capable eServer xSeries 366. The new eServer features the Hurricane chipset for better processor-to-memory latency and supports DDR2-based Active

Memory. The x366 will be available in Q2, starting at \$6,999.

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■ Two new, single-port serial terminal servers from **Perle Systems** offer IPv6 support for vastly expanded IP addressing, as well as what the company claims is the most extensive selection of encryption technologies available, including AES. The IOLAN DS1 and IOLAN SDS1 are suited to serial data encryption, secure console management, and serial-to-Ethernet duty, Perle says.

.....

■ **Raritan** announced five new additions to the Dominion SX secure console server family. The Dominion SX now ranges from four- to 48-port models. The DSX4 and DSX8 have dedicated modem ports while the DSX16, DSX32, and DSX48 have built-in modems. Another new feature to help simplify remote management is the IM capabilities of these new servers. The Dominion SX models control IT devices through their serial ports. This allows specialists to use the secure console server to manage any device, even if the

network is down. These new enterprise-class servers are available starting at \$1,099.

SOFTWARE

■ **Acronis** released Privacy Expert Suite 8.0. This version includes proactive, real-time anti-spyware protection, the ability to scan selected folders or disks, and the ability to prevent a hidden program on a computer from logging the user's keystrokes.

.....

■ **Computer Associates** introduced the CleverPath Aion r10 software suite that lets users define, implement, supervise, and streamline business rules and processes. Administrators can use the CleverPath Aion BPM (Business Process Manager) application to manage business processes and rules, while using the BRE (Business Rules Expert) to develop and deploy the various rules and dependencies. Computer Associates designed the CleverPath Aion BPM and BRE with both technical and nontechnical users in mind.

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Organize & Protect Your Network's Cable System

Trace Cable Problems Easily With Panduit's Netrack System

by Frederick Nevin

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WHEN IT COMES TO cable management, IT departments commonly strive for a system that is organized and well planned. The system must be arranged to make it easy for an IT department to track down cable problems.

Trying to meet this demand, Panduit recently introduced Netrack, a cable management rack

system that makes it easy to support active equipment and manage network cable in a fast and efficient manner.

Designed for raised floor applications in data centers and telecommunication rooms, the Netrack Cable Management Rack System is 23.75 inches wide, which allows a user to stay within the footprint of a 24-inch floor tile in standalone and bayed configurations. "The system was created to support heavy equipment such as network switches and patch panels," says Mike McGrath, Netrack product manager. Its cable management options, he adds, are designed for mid- to high-density network applications.

Netrack's ability to easily track down cable problems is critical

because any downtime in a data center can equate into lost revenue for the company. The product boasts multiple cable management options and accessories, including d-rings, vertical managers, and slack managers, to allow the system to be used in many applications. It can cross-connect or interconnect and provides the user with the flexibility to custom configure a system that meets his organization's needs.

Integral bend radius control and rack space identification make installation simple and quick, according to the company. The system can be used to form a total solution when used in concert with Panduit's Mini Patch Panels, Patch Cords, and Opticom enclosures. The rack is UL listed for 1,500-pound load rating to accommodate large networking equipment. It has a 6-inch deep vertical channel design for the distribution cable

pathway. The top channel provides a pathway for cable or ladder rack up to 18 inches wide.

The rack space identification makes it easy to locate rackmount items. The full-length dual- and single-hinged doors provide an aesthetic finish and easy access to the vertical pathway.

The rack space identification makes it easy to locate rackmount items.

SNAPSHOT

Panduit Netrack Cable Management Rack System

Organizes a company's cable system and makes it easy to trace cable problems, resulting in less network downtime

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The Netrack cable system is sold through authorized dealers, primarily Graybar and Anixter International. It's one of many on the market. Other manufacturers include Chatsworth Products, Hubbell, Siemens, and Hendry. The different products boast a number of variations, making it important for users to understand what they need before they buy.

PC & Data Protection
Virtual Booth 3938 • Virtual Product 1829



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Virtual Booth 4027 • Virtual Product 1966



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PRODUCT RELEASES

Continued from Page 16

■ **GFI Software** released the Network Server Monitor 6, which is a terminal server-monitoring application. The Network Server Monitor 6 lets administrators keep track of CPU usage, printer availability, file existence, process running, folder size, file size, users and groups membership, disk partitions, and disk space. The updated version also includes an improved configuration interface and a quick start wizard. The Network Server Monitor 6 also supports Linux.

.....

■ **Microsoft** has announced a new line of Microsoft SQL Server 2005 products. The new editions include Enterprise, Standard, Workgroup, and Express. Each edition includes a feature set tailored for a specific size or type of business. The Enterprise Edition is aimed at critical applications for larger businesses. The Standard and Workgroup Editions are designed for medium-sized businesses, with the Workgroup Edition designed for ease of use. The Express Edition is free and is intended for basic data-based applications. All four

products are members of the Windows Server System and support multicore processors.

.....

■ **Swan Labs** announced the availability of the NetCelera Web Accelerator. While other accelerators often suffer a drop-off in performance when working with two or more applications, the NetCelera Web Accelerator will optimize all Web-based applications. It parallelizes network requests and uses browser and edge caches to eliminate latency and provide quick access. Users can also take action as soon as the first page of a PDF, PowerPoint, Word, or other Office document is downloaded rather than waiting for the entire document to load. This accelerator features application-smart technology, which Swan Labs claims will reduce the load on Web servers while increasing throughput, resulting in a three- to six-fold gain in capacity per Web server.

STORAGE

■ **ADIC** announced it will offer support for the third-generation LTO (Linear Tape-Open) Ultrium

tape drive. With the new technology, ADIC will be able to offer tape libraries with 10-petabyte capacity (with 2:1 compression) and maximum combined data-transfer rates of 50TB per hour. Boasting backward compatibility with legacy Ultrium media, LTO-3 offers storage capacities of up to 800GB per cartridge, twice the capacity of LTO-2 tape drives. LTO-3 technology will be available in April on the following ADIC products: Scalar 24, Scalar 100, Scalar i2000, FastStor 2 autoloader, and Scalar 10K tape libraries.

.....

■ **HP** introduced HP Storage Essentials, a suite of storage resource management software that bridges the islands of server and storage management prevalent in data centers. The product integrates with HP Systems Insight Manager, the company's cross-server and storage management platform, which is provided at no cost with HP server and storage systems and enables basic storage-management functions.

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■ **Kingston** has announced several new flash memory products, starting with a 256MB Multi-MediaCard (\$34) and MMCplus cards in 256MB (\$34), 512MB (\$62), and 1GB (\$109) capacities. The company also made public a 1GB Secure Digital card designated the 1GB Elite Pro Hi-Speed SD (\$109), as well as a 1GB version of Kingston's DataTraveler USB Flash drive (\$99).

.....

■ The NEO Series tape libraries from **Overland Storage** are now available with LTO-3 Ultrium tape drives. Overland's NEO 2000, 4000, and 8000 libraries are the first to receive the new drives, which it says offer 400GB native capacity per cartridge and a native transfer rate of 80MBps. Furthermore, the company says that its LTO-3 NEOs offer WORM (write once, read many) capability for easier compliance with record archival regulations.

WORKSTATIONS & DESKTOPS

■ **Themis** has introduced new PPC64 VMEbus computers, which incorporate the 1.8GHz IBM

PowerPC 970FX processor. The computers are available as a single-processor, single-slot system as well as a dual-processor, symmetric-multiprocessing, dual-slot configuration. The PowerPC 970FX CPU supports both 32-bit and 64-bit applications, Linux OS, and up to 4GB of DDR-400 SDRAM. Themis has built VME64x front-panel latches into the units, which include a Universe II VME64x interface. Companies can upgrade PPC64 VMEbus systems by adding a second PowerPC 970FX CPU or by adding cards to the six PMC slots. The PPC64 VMEbus products will be available in Q2 2005. Single-processor configurations will cost less than \$6,000 when ordered in bulk OEM quantities.

Themis also announced the TOP64-LP VMEbus 6U boards based on AMD's Mobile Athlon 64. The TOP64-LP VMEbus is backward-compatible with the USBIIe's source code, front-panel connectivity, and backplane connectivity. TOP64-LP runs 32-bit Sun Solaris 8/9 and 64-bit Solaris 10, Windows, and Linux.

Stop Annoying Spam Before It Gets To Your Network

Symantec's New 8100 Series Appliance Bottlenecks Spam At The Front Gate

by Julie Sartain

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SYMANTEC HAS A NEW solution to counter-attack spam at the front door before it enters the house. This solution is the Symantec Mail Security 8100 Series appliance, an integrated, self-contained, physical module that plugs (and plays) directly into enterprise networks, sliding into the rack system just like any other hardware component.

Unlike other spam filtering software applications or appliances, the 8100 Series (a first of its kind) does not stop spam because stopping it only forces the spammers to find another way in. Instead, the 8100 Series creates a traffic jam so thick with obstacles that it slows the offending servers down to such

an intolerable pace they finally give up and move on. This new technology has enabled companies to significantly reduce the number of servers they use to manage their networks and decrease as much as 30% of their bandwidth, all previously dedicated to controlling spam.

Spam is currently 67% of all Internet email, and the ISPs' numbers are even higher, ranging from 67% to 90%. This problem, which used to be no more than a minor irritation, has become a global nightmare costing companies millions of dollars a year to control.

Bruce Ernst, Symantec product manager for the 8100 Series, says, "Corporate

enterprises, especially ISPs, are spending millions of hours and dollars to provide world-class, quality service to their customers, but, in doing so, the spammers are getting the same quality service. The 8100 Series allows organizations to provide their clients with excellent service while bottlenecking the spammers simultaneously.

This means corporations are no longer forced to fund the spammers' operation."

The 8100 Series cuts email volume by 50% using a process called TCP traffic shaping, which blocks spam based on sender reputation. Ernst says, "Traffic shaping controls the flow of traffic into a network, but other companies such as Cisco also use this process.

The 8100 Series is the only appliance available that blocks it at the gate, before it enters the network." Consequently, administrative overhead, hardware, mail infrastructure, personnel, maintenance, and network bandwidth are all significantly reduced. One appliance can manage up to 750,000 user accounts.

Customers must purchase appliance(s) based on user numbers and then subscribe (yearly) to licenses on a per-user model. [P]



SNAPSHOT


Symantec Mail Security 8100 Series

Stops spam before it enters the network while ensuring the continuous flow of legitimate mail

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Database Security

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Web Server Anonymization

Virtual Booth 4151 • Virtual Product 2126



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The 2005 Security Menu: Anti-Phishes, Anti-Spyware & Authentication

EACH WEEK, MarketWatch gives you a quick look at what’s happening in a particular product market so you can make better decisions for your company. We interview industry analysts, product manufacturers, and other experts and combine their comments with the latest statistics and market outlooks for a well-rounded perspective. This week’s focus is on security.

by Chris A. MacKinnon
• • •

IT SEEMS AS IF THE ENTIRE security market is set to flourish. According to IDC, the IT security market will grow by 16% in 2005. A recent survey by the IT research firm says 86% of organizations surveyed will increase their security spending in 2005. There is good reason for the ripe marketplace and increased spending: The threat from malware, hackers, and blended threats keeps rising in sophistication and volume. Companies are also recognizing that their IT infrastructures are the lifeline to business success.

According to the mi2g Intelligence Unit, the total economic damage from malware in 2004 is estimated between \$169 billion and \$204 billion. This makes 2004 the worst year on record, by a wide margin, for malware damage.

The Entree

The Yankee Group reports that the leaders in the security pack continue to be Cisco, Symantec, and VeriSign. The analyst firm dices up the security market into three blanket components: command and control, threat mitigation, and managed security services. The Yankee Group expects the security marketplace to gener-

ate \$13 billion in revenue this year. It’s also interesting to note that Symantec and Veritas Software recently announced a merger in an all-stock transaction, where Veritas will sink into Symantec. IDC is estimating the total market opportunity for the merger to be around \$35 billion, expecting this to reach \$56 billion by 2007.

This kind of growth is also expected to move beyond U.S. borders into the global security marketplace. Canals recently reported the EMEA (Europe, Middle East, and Africa) region security market as growing 27% year-over-year in Q3 2004, exceeding approximately \$550 million in end-user value. Analysts attribute the growth to a fundamental shift in demand drivers and vendor strategies.

Canals believes that market value is starting to shift away from established technologies, such as firewalls and VPN, to the integration of authentication and intrusion protection technologies into vendor security solutions. The European analyst group also estimates that intrusion protection grew 74% year-over-year, while authentication grew 351% in Q3 2004. Cisco’s share dropped a bit, but it maintained its position as market leader. Symantec placed second,

while several others, including Nokia, Trend Micro, and Check Point, followed close behind.

The Main Dish

Among the security list-toppers this year are phishing scams, spyware, and authentication and intrusion protection. By far, the most popular is spyware. According to IDC, the market for anti-spyware paraphernalia will reach \$305 million by 2008. A recent IDC survey cited spyware as the fourth-greatest threat to enterprise security.

Of course, everyone is wondering when Microsoft will build anti-spyware capabilities into Internet Explorer. As far as Gartner is concerned, Microsoft won’t equip IE against spyware until the release of WinXP SP3, which is scheduled for release the second half of this year. Gartner is advising companies to demand anti-spyware protection from their antivirus vendors in that six-month window, or else switch to a product that offers both protection methods. The research firm also expects Microsoft to build a complete desktop security solution for consumers and enterprise users during the next five years.

And then there is phishing. According to the Anti-Phishing Working Group, almost 5% of recipients respond to phishing. This is a far greater percentage than the 1% who respond to ordinary spam. Security experts are expecting the phishing problem to get worse in 2005, affecting almost every data center.

The Radicati Group released a 2004 study titled “E-mail Anti-Phishing and Anti-Fraud Market Trends 2004-2008” that reveals just how vicious these phishing attacks are. According to the study, the number of unique phishing attacks worldwide will grow a staggering 115% from an average of 51 unique attacks per month in 2004 to 110 unique attacks per month by 2008.

The Leftovers

What’s next for the security marketplace? Looking through IDC’s glasses, we see secure content management, firewalls, and VPNs experiencing slower growth in the coming months. The main high-growth areas will be 3A

(authentication, authorization, administration) software and intrusion detection and protection software. Approximately one-third of businesses are planning to implement biometrics, smart cards for network or appliance authentication, and hardware-based intrusion detection appliances.

The security market remains strong—\$13 billion strong to be accurate. Companies are recognizing that security should be embedded into the network instead of being an add-on feature. The computer security paradigm is shifting from a single-point solution to one which demands protection against multiple types of threats. ■

Worst Malware Families Of All Time

According to mi2g's Intelligence Unit, the following malware families have caused economic damage in the millions of dollars.

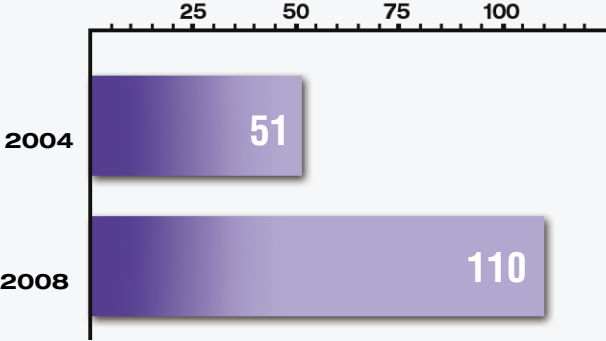
Worst Malware	Lower (USD Million)	Upper (USD Million)
MyDoom	\$74,955.9	\$91,612.8
Netsky	\$56,152.1	\$68,630.4
Sobig	\$34,564.6	\$42,245.6
Klez	\$18,480.6	\$22,587.3
Sasser	\$14,850	\$18,150
Mimail	\$11,799.9	\$14,422.2
Yaha	\$10,597.5	\$12,952.5
Swen	\$9,981.5	\$12,199.7
Love Bug	\$7,875	\$9,625
Bagle	\$7,509.9	\$9,178.7

The Security Market

Unique Phishing Attacks

It is a good time to be an anti-phishing vendor. According to the Radicati Group, the number of unique phishing attacks worldwide will grow a staggering 115%, from an average of 51 unique attacks per month in 2004 to 110 unique attacks per month by 2008.

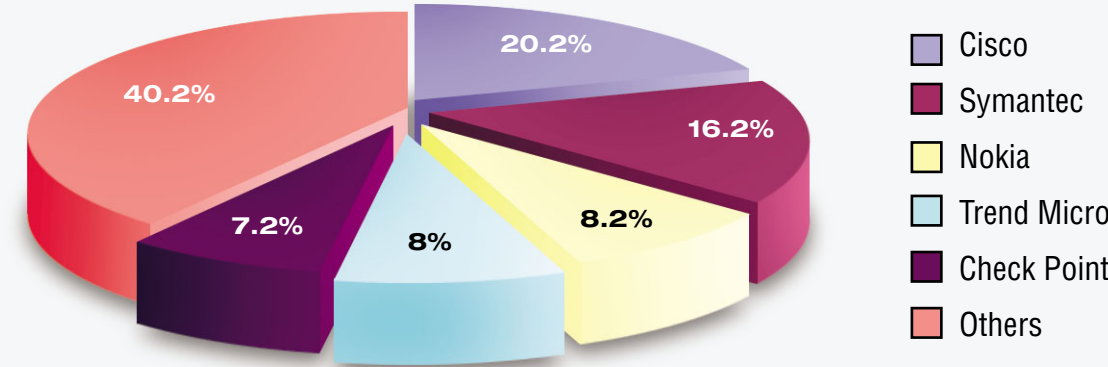
Unique Phishing Attacks Per Month Worldwide



SOURCE: RADICATI

EMEA Enterprise Security Market Growing

The EMEA (Europe, Middle East, and Africa) enterprise security market continued its impressive growth in Q3 2004. A rise of 27% year-over-year took the market above \$555 million in end-user value. Cisco, Symantec, and Nokia stole the biggest slices of the pie.



SOURCE: CANALYS

The Top Spyware Applications

According to data from Spy Audit (a free spyware scanner tool), WebRoot Software has identified the top spyware applications as the following:

- PurityScan.** Frequently displays pop-up advertisements on your computer whenever you are online.
- n-CASE.** An adware program that delivers targeted pop-up advertisements to your computer.
- Gator.** An adware program that can display banner advertisements based on your Web-surfing habits.
- CoolWebSearch.** Has the ability to hijack your Web searches, home page, and Internet Explorer settings.
- Transponder.** An IE Browser Helper Object that monitors requested Web pages and data entered into online forms and then delivers targeted advertisements.
- ISTbar/AUUpdate.** A toolbar used for searching pornographic Web sites that has been reported to display pornographic pop-ups and hijack your homepage and Internet searches.
- KeenValue.** An adware program that collects personal information and delivers advertisements to your computer.
- Internet Optimizer.** Internet Optimizer hijacks error pages and redirects them to its own controlling server at www.internet-optimizer.com.
- Perfect Keylogger.** A monitoring tool that can log passwords, account numbers, and other sensitive information.

Security Linux

Virtual Booth 3726 • Virtual Product 1427



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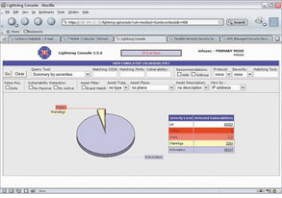


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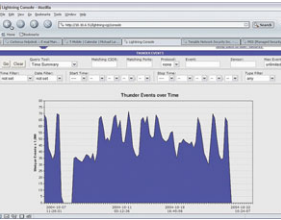


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Security Compliance Solutions

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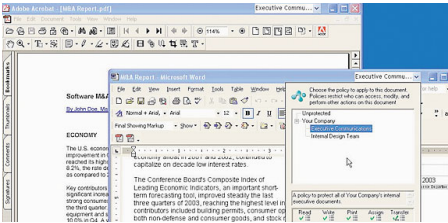
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Web Filtering Solution

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SurfControl Web Filter provides tools needed to understand and manage Internet usage in a way that best suits your business needs. For maximum protection from the threats of harmful and inappropriate Internet content, SurfControl Web Filter incorporates: quality content understanding, Adaptive Reasoning Technology, flexible deployment options, ease-of-use and comprehensive reporting & analysis. Call for quote.



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Web Filtering and Security

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OPINIONS

UPTIME

Software Licensing Headaches, Part Two

Last time I talked about software licensing in general and ranted a bit about usage-based licensing. (Part One of “Software Licensing Headaches” can be found in the Feb. 25 issue of *Processor*.) In today’s column I’d like to get into some of the specific licensing issues I encountered when we upgraded to Webtrends 7.

Misleading Evaluation

NetIQ makes a 14-day trial of Webtrends available as a free download. I applaud NetIQ for making it easy for customers to try out its software before making a purchase decision. I was pleasantly surprised at how easy it was to set up and configure. NetIQ changed its licensing model with Webtrends 7 to charge per page view, and as part of the evaluation, I wanted to determine what this meant in terms of the cost to use the product.

After processing a few days’ worth of log files, I loaded the licensing portion of the Webtrends applica-

tion to see how many page views I had used. I was surprised that it only showed two page views, while the actual Web site reports listed thousands per day. I called the support number provided for evaluations and was told that the page-view licensing wasn’t applicable for the evaluation

purchase the Professional edition of Webtrends, which covers 5 million page views per year.

Paying For Filtering

I was in for a rude surprise once I installed the real license. I had Webtrends configured to automatically process log files for one of

I looked at the number of page views in the report, and it showed approximately 36,000 page views for the three days that I had been running with the real license. I assumed that this must be a bug in the Webtrends software, so I called the support line. They weren’t sure what caused the problem, but assumed it had to do with the transition from the trial version. They agreed to reset the page-view counter.

The next day I checked the license module again.

ancers and our monitoring system. I couldn’t believe that I actually had to pay for page views on worthless data that I wanted to throw away!

I was extremely annoyed at this policy but had enough invested in the solution to keep trying to make it work. I wrote a Perl script for filtering the data and set it to run each night before Webtrends processed the logs.

Slippery Definitions

The next day I checked the licensing module again and was unpleasantly surprised to learn that the licensing module page-view count and the report page-view count still didn’t match. It took several hours and many phone calls back and forth with NetIQ support to determine that the problem had to do with page-view definitions.

The definition of a page view is intended to correspond to what you would see in your browser when you go to a Web site. There are many objects in a Web page that all together count as a page view. Webtrends looks at the file suffix to determine which objects represent a page view. It

counts suffixes such as .html, .asp, or .jsp as a page view and suffixes such as .gif or .jpg as elements on a page. For purposes of the report, you can add your own suffixes to the list that are counted as page views, but you can’t add to the list of suffixes that are counted as page elements. This means that unrecognized suffixes don’t show up as page views in the report, but they do count as page views by the licensing module.

We have many special file suffixes for our online games, and this licensing scheme means that every object our games load via http gets counted as a page view. I was almost apoplectic with our NetIQ rep when I discovered this bit of stupidity. To NetIQ’s credit, the rep addressed the issue by upgrading our license to 30 million page views at no additional cost. However, I still wasted a lot of time that I won’t get back. I won’t be using Webtrends for any additional Web sites until it provides a more reasonable licensing scheme. ■

Send your comments to danny@processor.com



DANNY CECIL

Danny Cecil has 19 years of experience in product development and information technology at various companies, including HP and WildTangent. For the past few years, Cecil has managed data center operations and information technology for several Seattle companies. He is currently the senior director of IT and Operations for WildTangent, an online game publishing company in Redmond, Wash.

BIO NOTES

and that I could process all the logs I wanted during the trial period.

I thought that was a nice bonus, so I evaluated an entire year’s worth of log files for one of our Web sites. According to the Webtrends reports, this Web site averaged approximately 12,000 page views per day. Based on that, I decided to

our Web sites every night. After three days, I decided to check how we were doing with respect to licensing. I couldn’t believe what I saw. According to the licensing module, I had used almost 250,000 page views in three days! That would put me on pace to use 30 million page views per year, which would require us to spend \$15,000 for page-view upgrades.

It showed approximately 82,000 page views, while the report itself showed roughly 12,000 page views. It took several calls to NetIQ to determine that the license module showed more page views than the actual report because I had Webtrends set to filter some data. The data I was filtering were Web hits from our BigIP load bal-

Endpoint Security

Virtual Booth 4091 • Virtual Product 2053

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OPINIONS

INFO-TECH • INSIGHT

Time For Some Blogging Common Sense

Have you ever been arrested? You know the part of the Miranda rights where they say, “Anything you say can and will be used against you in a court of law”? I’ve never been cuffed in the back of a cruiser, but sometimes when I click my personal Web log’s publish button, I wonder if my words will come back to haunt me when I return to the office the next day.

The stark reality of blogging is this: Anything you publish can easily be used against you by your employer. If you’re posting anonymously and you think you’re immune, think again.

The Liability Trap

I’m one of those silly people who publishes a blog under his own name. Because of this, I tread carefully and don’t, as a rule, write about my job. Thankfully, I work for the kind of company that understands the importance of employees using—and learning—new technologies on their own time.

As such, I suspect they would not fire me for crossing the work/blog line. But there’s always a bit of doubt in the back of my mind: You simply never know what might happen.

If your online situation is similar, you could be knowingly jeopardizing your career by not using common sense to maintain an adequate division between work and home. If you’re on the other side of the equation, failure to effectively govern what your employees can and cannot publish about your company could snowball into a catastrophic public relations and legal nightmare.

Freedom Of . . . What?

Stepping back from the pink-slip precipice for a moment, let’s examine whether companies should be getting involved at all. If they can control what I may or may not write on my blog, can they also decide that I really shouldn’t have that extra scoop of vanilla fudge ice cream at Baskin-

Robbins? And if I decide to ignore their directive and eat the forbidden glob of dairy goodness anyway, are they within their rights to point me toward the sidewalk with a file box and a severance check?

We’re still living in a gray area here, and the shades can bleed depending on where

and Web infrastructure hadn’t developed easy-to-use publishing tools that even my mother-in-law can love.

Every time a new technology becomes friendly enough for the masses to use, it doesn’t take long before



CARMI LEVY

Carmi Levy is a senior research analyst with Info-Tech Research Group, a London, Ontario-based research and professional services firm focused on providing premium research and advice geared to the unique needs of IT professionals of mid-sized enterprises. Levy holds a journalism degree from Montreal's Concordia University and has extensive experience in IT project management, helpdesk re-engineering, high performance team leadership, and process redesign.

you live. But all employees should err on the side of caution, and all employers should publish terms of use agreements and policy documents that refer specifically to blogging. Not someday either, but now.

None of this would have happened if the geniuses who build today’s software

we get into trouble and need some omnipotent benefactor to rescue us. But no one can rescue bloggers from themselves. Their only real protection is to not publish at all.

Information Walks Out The Door

This isn’t the first technology to cause a conundrum.

Cell phones, email, and general Internet use all allow employees to publish, transmit, or share information that they perhaps should not. These acceptable-use crises have traditionally been resolved, more or less, by another layer of documentation and process.

But blogs can be even more insidious if not properly addressed. They can spread so much information about your company to so many people, and they can do it incredibly quickly. Blogging’s viral reality can do more than send a message to millions of eyes within hours and days. It can also land you on the front pages of conventional media if you cross the wrong line.

As usual, IT finds itself in the middle of the debate. Fortunately, the techies have the power to save the company some pain. Here’s how:

- Publish blogging terms of use documentation on the corporate intranet. Make a big deal out of it. Failure to effectively document could open the company up to legal risk. Include examples of allowable and unacceptable blogging behaviors.
- Hold lunch and learn training sessions for staff.

Tap your experts to mentor other staff in the dos and don’ts of blogging. This will also allow employees to develop stronger communication skills. Think big picture.

- Incorporate compliance into the performance review process. Even if your employees don’t maintain their own sites, simply having the knowledge of acceptable blogging use should be encouraged.
- Challenge employees to leverage their blogging skills internally. Don’t alienate the bloggers on your staff. Encourage them to use their newfound skills for internal gain.

The proliferation of blogs has opened up some sticky situations for companies hoping to maintain control over their brand. But employee blogging need not be an adversarial situation. With a little care, you can harness the power of this emerging medium and keep your employees happy in the process. If you’re an employee, it just might save your job. ■

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OPINIONS
RESELLER • NEWS & VIEWS

Stretch Your IT Budget

If your company is like mine, the expectations of your IT department continue to grow while your budget continues to shrink. One way to do more things with less money is to lease your IT equipment. But what should you look for in a leasing partner?

Today there are hundreds, if not thousands, of companies willing to finance your IT equipment. There's a bank on every corner that would love to finance your hardware. Note that I didn't say to look for a "finance company." Look for a "leasing partner." There's a difference.

In today's rapidly changing high-tech world, your leasing partner should not just be the company that offers you the lowest lease-rate factor. You need to choose a lessor that will provide you with "value-added" services. Find a leasing partner that will understand your goals and provide flexibility that will assist you in achieving those goals.

Before you choose a leasing partner, there are some things you and your partner need to consider.

Do It On Your Schedule

Most finance companies offer leases for terms of 24, 36, or 48 months. But what if your project doesn't fall into one of those categories? For example, your project might require a ramp-up period in which you must phase in your hardware over a year. You might then need a leasing



JOSEPH MARION

For the past 30 years Joseph Marion has worked in the technology equipment reseller market. In the 1970s he competed with the major equipment manufacturers by selling, leasing, exporting, and maintaining used equipment. In the 1980s, he "crossed over," joining forces with IBM and becoming one of its most successful authorized business partners. Since 1990 Marion has headed up the Association of Service and Computer Dealers International, the world's largest association of companies that deal in technology products.

BIO NOTES

partner willing to set up a lease that will phase in and finance your hardware as you receive it, and then start the lease term when all the hardware is received.

Many times the best way to phase in a new installation is to run your old equipment in parallel with your new equipment for a period of time. This type of arrange-

ment requires a leasing partner that would be willing to purchase your old IT equipment and rent it back to you for a short term while financing your new installation at the same time. (We call this type of arrangement a purchase-lease back.) This gives you the money to spend today on your new hardware while allowing you to continue using your

old hardware at the same time. Or maybe you need to temporarily rent hardware for a short time while your new hardware is coming in. In this case, you should look for a leasing partner that has an inventory of equipment it is willing to provide on a short-term basis.

Help!

Does your leasing partner have any hardware expertise at all? The leasing company that finances your forklift trucks is usually not the right partner to implement a rollout of a complex, complicated IT project. A good full-service IT leasing partner should understand technology hardware. It should have a hardware trading department with the expertise to provide you with some additional information about your

primarily are there to move new (not used) hardware. Sometimes the solution to your IT needs might call for a combination of used and new hardware. Therefore, it might be a good idea to stay away from the manufacturer's leasing company.

You Signed It, Now Keep It!

Let's face it: A leasing company makes money when your hardware "stays in." In fact, the thing a leasing company lives for is seeing you keep your hardware installed well after your original lease term has expired.

You need to choose a leasing partner that will share your goal of keeping your company IT platforms state of the art. A leasing partner should be as interested in keeping its lease hardware portfolio "fresh," as you are in keeping state-of-the-art hardware in your IT shop. Some leasing companies will tell you that they are willing to work with you to keep your equipment current. But you need to find out how real they are. Ask the potential leasing partner, "What happens when 20 months into my lease, I decide I need to swap out my CPU?" The answer will tell you what their real goals are.

Choose Wisely

It helps when you and your leasing partner are pulling on the same end of the rope. But like in every good partnership, your partner cannot assist you if it is not made aware of your specific long- and short-term goals. A good partner will ask those questions. The others will just quote you a lease rate.

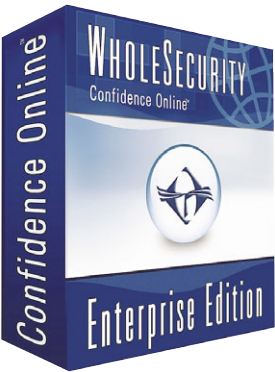
The ASCDI (www.ascdi.com) and the Equipment Lessors Association (www.elaonline.com) are good places to start when looking for a leasing partner. Although the ELA has a lot of great leasing companies, the ASCDI has a greater percentage of companies that lease and also provide hardware services.

Remember, your IT lease should be a tool that, when properly implemented, allows you flexibility while at the same time keeps your IT departments state of the art—not a ball and chain that ties you down.

Send your comments to ascdi@processor.com

Many thanks to Jerry Roberts of Summit Funding Group for his assistance in writing this article.

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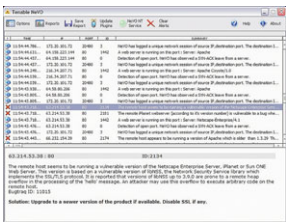
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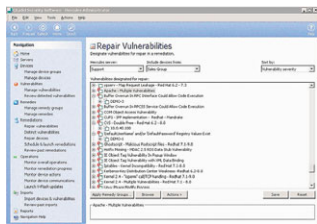


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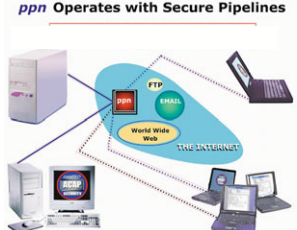
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Identity Crisis

Are Security Badges Enough For Today’s Data Centers?

by Douglas Schweitzer, Sc.D.
• • •

IN ORDER TO BE SUCCESSFUL, security must be adopted at all levels of an organization. One long-used method of security is the badge. A security badge is used for the identification of personnel when they’re carrying out official duties. In the majority of organizations, the badge is worn in plain view at all times, outside of clothing, with the wearer’s photo visible, somewhere below the neck and above the waist. Validating a wearer’s badge by examining his photo, name, and other security features goes a long way in securing an organization’s buildings and environs.

Organizations have found that issuing and obtaining those badges, however, can be a cumbersome endeavor. In addition, in some organizations, the records that coincide with badges are not readily available for perusal, limiting badge effectiveness when time is of the essence. On the other hand, when badges and the people who sport them can be readily authenticated, badges prove to be valuable security assets. What follows are opinions from security

experts as well as their solutions to the identity crisis existing in today’s security climate.

Dimensions Of Security

Organizations differ in the manner they issue badges. In some, it is left to the department in charge of security. At others, the employment or hiring departments may issue badges. For larger companies, a separate group may be established just to issue and maintain employee badges. No matter how they are issued, when badges are used alone as an authentication method, they do not offer sufficient security. Because badges can be counterfeited, organizations cannot rely solely on them. “Unless someone gets close and compares, it is no more than a cursory defense,” says Winn Schwartau, president of security awareness provider InterPact.

It’s not just IT badges that come into question. What about the phone man with a badge? Is he real? And the waterman delivering his five-gallon jugs of water, is he real? “In my opinion, tying a badge reader system with an x.509 interface to the network will correlate who is in the building and who is at

their desktop,” says Schwartau. Such correlation adds an additional layer of security, going one step further than a badge alone.

According to Jeimy J. Cano, professor at the Universidad de los Andes, Bogota, Columbia, security badges are essentially part of a larger security process that can be viewed from three perspectives: organizational, technical, and individual. Cano also says that from an organizational standpoint, badges can be seen as a culture within the organization, as a way to identify yourself within your institutional hierarchy. From a technical standpoint, badges are not a foolproof authentication technology and, as such, are vulnerable to forgery or counterfeiting. From the individual standpoint, personnel (the weakest link) do not always adequately protect unissued badges and passes against loss, theft, or unauthorized use. For instance, badges that have yet to be issued may be kept in unsecured locations, such as unlocked cabinets and desk drawers. When those locations are left unattended (and are thus even less secure), the badges become more susceptible to unauthorized access.

The New Breed Of Badge

The standard security badge is fast becoming a thing of the past. The conversion of security badges to smart badges that offer both logical and physical security is one of the most exciting developments to hit the enterprise. In fact, those who choose to adopt smart badge technology soon realize the benefit of such a security solution, as it provides in-depth defense by monitoring the physical access, as well as the logical access. In addition to providing physical security as it relates to the organization’s physical premises, smart badges have the added benefit of authenticating users less intrusively. An added plus comes from the flexibility smart badges offer. Namely,

one smart badge alone can allow the person to whom it’s issued to gain entry onto the organization’s premises; it can store the employee’s credentials, photo identification, and more.

Going The Smart Way

To begin, your organization will have to think smart and design your logical access around the smart badge. From an IT standpoint, the most appealing facet of smart badges lies in their flexibility. One badge alone, issued from a single site dedicated to that task, can serve several security purposes within the organization. That one badge (per employee) can eliminate the need for administra-

tive, programming, and support services that are sometimes redundant or overlapping. These include, but are not limited to, serving as an employee photo identification card, building and facility access card, digital access card (for desktop and laptop access), and a container for employee credentials.

Some integrated solutions will actually have built-in intelligence that allows administrators to see, in a graphical representation, where users are. Think of those in your organization who smoke, for example, leaving the office every 65 minutes. Furthermore, some systems can build a profile of which applications users have accessed, at what time of day they are accessing, and from where it is being done (local LAN, WAN, VPN, etc.). Those systems can then raise alarm conditions in case behaviors are detected that are deemed out of the norm. ■

Proper Badge Etiquette

If you've been issued a badge by your organization, you must be sure to remove it and place it in a secure location when you're not serving in your official capacity. A badge entrusted to you must be maintained in good condition and out of reach of others, including colleagues and other employees. Protection of security badges from loss or misuse is an important employee responsibility. The following badge-protection measures can help you keep your badge from falling into the wrong hands:

- ☐ If you must leave your badge in a vehicle, make sure it is locked securely.
- ☐ A badge left in a vehicle should not be left in plain sight. Even a locked vehicle may not deter a thief from breaking in to steal the badge.
- ☐ Your badge should never be used for purposes not related to your work.
- ☐ When out in public, your badge should not be visible (neither worn nor displayed).
- ☐ Treat your badge with the same care you would your wallet and/or purse; in fact, it is wise to keep them together so as not to forget your badge when going to work.
- ☐ As with your wallet or purse, your badge should be placed in the same location each time you remove it so that you can find it easily when it is again needed.

The Future Of Smart Badges

Organizations and those in the field of security are developing new applications for smart badges all the time. Right now, smart badges are already being used to have employee information (medical/health records, human resources data, payroll logs, etc.) readily at hand while still maintaining the individual's privacy, as well as overall security. As smart badges are adopted by organizations to be compatible with the organizations' existing security card solutions, adding the extra safety measure of two-factor authentication (for accessing public workstations or Web-based applications) affords even more security.

Vendors that can provide your organization with smart badge, as well as smart card, technologies include Datakey Smart Cards (952/808-2333, www.datakey.com), RSA Security (781/515-5000, www.rsasecurity.com), and Axalto (www.axalto.com).



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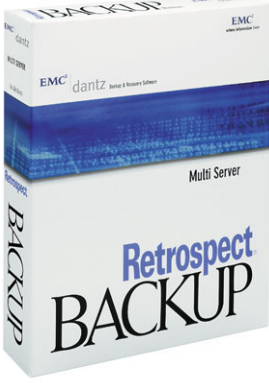
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Totally Surrounded By Wireless

Start Planning For The Wireless World Now

by Sandra Kay Miller

ACCORDING TO NICK JONES, research vice president at Gartner, “Wireless isn’t a technology; it’s an indispensable business tool.” He expects that in 10 to 15 years, wireless technologies will totally surround us.

Despite forward-thinking statements, such as that of Jones, the time to begin planning for total immersion in wireless is now.

Security: The No. 1 Issue

If the posting of Paris Hilton’s personal information hacked off her T-Mobile account can make CNN Headline News, imagine what sort of havoc will occur as vital business apps move into the wireless realm. Gartner predicts that by 2010 80% of critical processes for the enterprise will rely on real-time mobile data.

This means more sensitive information floating around in the ether, ripe for the picking. CIOs must start dealing with the implications of security surrounding their mobile deployments right now, if they are to get their hands around reducing the insecurities before the days of totally wireless arrive for their organization.

Directly tied to all this diversity is the issue of manageability. Organizations need to begin developing their strategies now for managing and supporting mobile applications.

Jones suggests creating an atmosphere of “controlled diversity” by accepting the fact that organizations can’t conquer diversity in the wireless space. “By 2007, corporations will use at least five separate wireless standards. Fierce battles will be fought between platforms such as Microsoft, RIM, and Symbian and technologies such as WiFi, WiMax, and UMTS,” predicts Jones.

Start Now

Mobility and its associated devices are already out of control in most organizations. Wireless access points have been discreetly plugged into the corporate network under a desk, so employees can move about the office without having to worry about finding a network jack or carrying cables. Executives are accessing their company email over PDAs using 802.11 public hotspots. Hospitals are deploying RFID tracking on medications, personnel, and equipment. Combination VoIP and cellular phones promise to offer full voice and data access wirelessly, regardless of their location. This list grows bigger every day.

To best prepare for the totally wireless world, there are two key issues an organization must address to build a winning strategy: policies and standards and user education.

Policies and standards cover a lot of territory when it comes to resolving many of the dilemmas associated with mobile device use. Implementing detailed policies in regards to the secure practices and acceptable use of mobile devices in an organization today will set the stage for a smoother transition from the wired to wireless world tomorrow.

O2 Mobile surveyed IT managers and found that only one in four have policies in place to support wireless devices, and 79% agreed that mobile device support interrupts legitimate services of their department. The most common offenders were PDA users,

Standardization of mobile resources might sound like a good idea, but due to the immaturity of the space, there are still plenty of growing pains associated with it. One of the big examples CIOs are struggling with now is the proliferation of instant messaging and SMS via mobile devices. These two apps have ingrained themselves in the fabric of rapid-fire, real-time enterprises such as financial institutions, especially commodities trading. Who would have thought five years ago that contracts worth millions of dollars would be routinely negotiated on mobile devices using the same public networks, such as AOL, Yahoo!, and MSN, that are used to chat with friends and family online?

As mobile networks become more powerful, the ability to integrate more enterprise processes into the airspace is creating the need for businesses to proportionally scale resources. This means ultimately hiring more personnel to manage and maintain wireless systems and mobile applications. At this point in the game, organizations are cautiously weighing their investments into wireless technologies against the return, in an effort to stem the rising tide. Nevertheless, as the ubiquity of wireless increases, organizations will be hard pressed to turn

“Wireless isn’t a technology; it’s an indispensable business tool.”

- Nick Jones, Gartner

with smart phones and portable music devices coming in second and third.

Unfortunately, even wireless use policies still need to mature. Only 25% of those in the O2 study who had written policies stipulated that users couldn’t carry sensitive data on their personal devices. That means that an employee bopping into the office listening to his portable MP3 player has the potential to walk out with 80GB of company data.

With the growing alphabet soup of 802.x standards, multiple types of cellular services and the exponentially expanding list of mobile devices and the applications they support, standardization throughout the enterprise will set the stage for managed mobile communications.

down valid business cases that introduce mobile methodologies into their core infrastructure.

The second important aspect of preparing for a wireless world is user education. Policies and standards aren’t going to do much good unless they are drilled into the brain of each user ad nauseam. Take every opportunity to inform and educate users about acceptable and appropriate use.

Wireless devices and mobile applications are a boon to the enterprise, but it is obvious that these trends must also be effectively managed. Companies must realize that wireless is rapidly gaining ground in day-to-day business processes. Rather than resist assimilation, organizations must begin now to move into the wireless realm responsibly. ■

By The Numbers

The numbers from analysts show wireless and mobile communication going nowhere but up over the next several years.

Frost & Sullivan Market Research

U.S. firms spent \$81 million in 2003 on building mobile music services (including the marketing of ringtones), but that’s a fraction of the marketing money spent in Europe and Japan, where companies invested \$1.15 billion and \$720 million, respectively, in 2004.

In-Stat/MDR

Small to medium-sized enterprises spent approximately \$4.3 billion on wireless voice services in 2004, a 16% increase from 2003. By 2008, midsized enterprises are expected to increase spending to \$7.1 billion on wireless voice services.

EMC

With mobile subscribers surpassing 1.5 billion in June 2004, global net additions of more than 240 million in both 2004 and 2005 are forecasted to exceed the 2 billion mobile subscribers mark as soon as July 2006.

Yankee Group

In 2004, U.S. wireless users who have cut their wired telephone service rose to 6%, and that number is rising by 1.5% each year.

Always-Available vs. Always-On

Technology & Cost Keep SMEs From Continuous Connectivity . . . For Now

by Ericka Chickowski

SEVERAL YEARS AGO when industry experts noted that the future of IT was all about a real-time, mobile infrastructure, the idea seemed near fantastical. Wireless technology barely had a foothold in the market, and the price of highly available, redundant networks limited them to only the most cash-rich organizations out there.

Today, the possibility of the business world moving into an always-on environment doesn't seem so impossible. Mobile technologies are light-years ahead of where they were even two years ago, and the proliferation of wireless networks is clipping along at a breakneck pace. According to IDC, by the end of the year more than three-quarters of U.S. organizations will have adopted wireless technologies.

Still, research indicates that only 35% of all U.S. workers are tagged as mobile. But the prejudices against a roaming workforce and the improvements in technology are shifting the paradigm away from a desk-bound labor pool. IDC says that it expects 66% of the workforce to be mobile by the end of 2006.

In order to truly leverage the abilities of these mobile workers, businesses are constantly on the lookout for new ways to maximize their efficiency.

Best Bet Is Available Model

Sometimes referred to as ubiquitous computing, always-on computing is the ultimate end game for maximized mobile efficiency. But even the most sophisticated operations today haven't truly reached the 24/7 connectivity benchmark of the always-on model. The late 1990s promise of GPRS technology to extend mobile reach to attain always-on capability has proven a bust. And the technology that exists still has challenges to overcome. Most wireless networks have coverage area problems, dropped connections, low bandwidth, and high latency to deal with.

These problems exist with the best available technology and configuration. For small to medium-sized enterprises, the challenges of developing a mobile enterprise are even more daunting because of budgetary and staffing constraints.

So today the best we can expect is almost always-on computing. The model is what vendors like to call always-available computing. Rather than depending on a constant connection, the always-available strategy allows for lapses.

Mobile workers are given accessibility to data and applications stored on their devices. If there is no network connection while they are working, the data is synchronized on-demand when a connection is available. "Access to data must be consistent and reliable, regardless of network

state. It shouldn't be the user's concern if there is a live connection or not," explains a recent white paper commissioned by Adesso Systems on the subject. "Ideally, the information architecture should be so transparent that an organization's business strategy, people, and processes dictate how technology is deployed."

Make The Transition

Of course, mobile deployment with always-available technology is

Eventually, Gartner analysts believe that 80% of key business processes will involve the exchange of information among mobile workers.

not as ideal as its vendors would make it seem. When dealing with concurrent use of data across the network, anything less than real-time synchronization leaves room for error and complication, hence the continued push to transition to always-on computing.

According to Gartner, technological advances should lead to attainment of this goal within 10 years. Eventually, Gartner analysts believe that 80% of key business processes will involve the exchange of information among mobile workers.

So what needs to happen before our environments truly are ubiquitous?

The most obvious answer is an improvement in availability—especially in the cost of high availability technologies. Until costs come down, there is no ROI advantage to jump from an always-available model to always-on. A major bellwether for these changes will be the cost and penetration of grid computing.

Analysts believe that together with the proliferation Web services and their simplified interfaces, grid computing will help businesses of all sizes deploy always-on solutions. In order to manage these systems, the self-healing capabilities of on-demand management of the infrastructure will take on critical importance.

To managers at smaller businesses, the roadblock to always-on is obvious. Most SMEs simply don't have the money or time to deal with technologies such as grid computing that are still early in their hype cycles.

But while it may seem that worrying about all of the other challenges that surround an always-on model (things such as security, battery life, device management, and data strategies) is putting the cart before the horse, it really isn't.

Get Ready Now

Because the future really is in a ubiquitous mobile environment, SMEs should still think ahead. "Forward-thinking enterprises are staking revenue, profitability, and client satisfaction goals on their field service operations and are leveraging technology solutions to reach these objectives," says Mark Vigoroso of the Aberdeen Group.

By preparing with an always-available model, small businesses can work out the tactical kinks that arise from highly available mobile setups. And by closely monitoring the advances in grid computing and on-demand technologies, managers at these organizations can be poised to jump in at the earliest time for maximum strategic advantage.

Enterprise Information Management

When the time comes that even the smallest organization has continuous connectivity with always-available computing, there will be plenty of new strategies for IT to implement. Nothing will be as important as the incorporation of EIM (enterprise information management).

Described by analysts at Gartner as a holistic arrangement, the EIM model will provide semantic consistency independent of any single application, service, or domain in a real-time environment.

"EIM is not a tool or technology," say Andrew White and Brian Zrimsek in a new report on EIM, "but rather, a combination coordinated with an enterprise-class strategy to create a semantic blanket for the organization, independent of any one application or business domain."


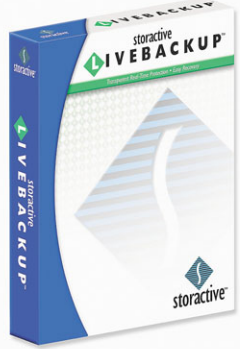
In essence, the idea is to create fluid interfaces and synchronization to prevent data confusion throughout the enterprise. It is the consolidation of data stratagem to prevent meltdown in such a fast-paced environment.

"Who owns what data and how processes are to be developed to ensure that publishers and subscribers of data—users, applications, or services—synchronize the data is becoming increasingly important to users," say the Gartner analysts.

Currently, there aren't any tools to implement EIM, but they are fast-approaching the market. Gartner expects them to emerge next year. As the transition to always-on, real-time architectures continue for small to medium-sized enterprises, analysts say these organizations are highly advised to investigate EIM models.

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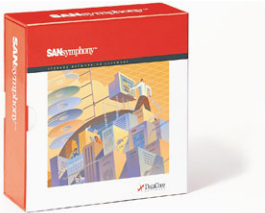
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Storage Mgmt. Solution

Virtual Booth 4100 • Virtual Product 2068

ArC Overview

Network-based archive for fixed-content data

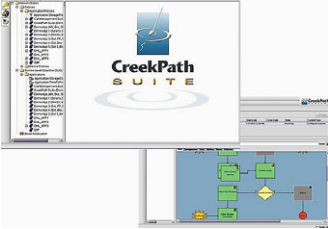
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BOOK  REVIEW

Welcome To The
“New Normal”

Embrace The Tech Industry’s Instability,
Star Investor Says

by Dean Takahashi
.....

ROGER McNAMEE HAS BEEN A STAR Silicon Valley investor for more than two decades. He managed top-performing funds at T. Rowe Price, Integral Capital Partners, and Silver Lake Partners and is now a partner at Elevation Partners. You might expect him to write a book about investing in high-tech companies, but McNamee has penned “The New Normal: Great Opportunities in a Time of Great Risk,” a book that addresses the broader topic of our new world’s turbulence and how to make the most of it. Beyond how to invest post-9/11, he shows how to plan careers amid outsourcing and downsizing, balance work and family, and react to terrorism news and economic surprises.

McNamee argues that the events of the past five years, starting with the dot-com crash of 2000, have recast the environment for making decisions about everything from globalization to career choices. An optimist, he looks at business accounting scandals and shows how the resulting environment still enables individual investors to prosper.

“Corporate paternalism has been replaced by personal responsibility, which exposes us to more risk but also exposes us to more rewards,” he writes. “Technology and globalization have cleared a path for advancement that’s right there under your feet, if you’re willing to take the first step.”

In other words, the world has changed. Don’t wait for the old ways to come back. It’s a “new normal.” With so much downsizing, he says, people should forget about job stability. Instead, they should embrace the opportunity to change with the times and switch careers several times if necessary. Education is something that never ends. “Half the battle is knowing that you need to keep expanding your horizons,” he says. Figure out what you like doing, and then determine whether the world values what you want to do.

Timing & Insight Are Key

For business managers, McNamee says the safe path in the wake of the bubble bursting is to cut back and wait for clear signs of recovery to come back. But he encourages managers to take more risks, be more flexible, embrace new business models, and move faster. The

Internet, have the potential to extend useful applications to the edge of the network. That means people using handheld computers can tap useful services from eBay to expense reporting. But rather than continue to hype this five-year-old trend, he soberly points out how long it will take to come to fruition. He notes that it must first establish an infrastructure, benefit from an enabling technology, and then finally move on to useful content and applications. If you invest in applications too early, as many did with early versions of Web services, then you will be too far ahead of the pack. It’s all about timing.

Short On Predictions?

Much of what McNamee says makes common sense. But it isn’t always easy to use his advice to make decisions. That’s because the book has many sweeping statements. They’re logically connected, but not always well supported with case studies or real-world examples. He offers 15 general tips for investors, but for all his expertise in investing, he doesn’t make many predictions. One place where he does is when he says that a company that focuses on “quick and dirty” solutions is likely to beat one that is technically elegant—much like Microsoft beat out Apple. But he doesn’t teach you how to spot the difference between a company that is more like Apple and one more like Microsoft.

The good thing about the book is that it doesn’t get bogged down in a professorial style. McNamee and his co-author, David Diamond, write in quick, short sentences—as if they were talking really fast on a cell phone traveling through an airport. The style is conversational and makes for a quick read. 

THE

NEW
normal

Great
Opportunities
in a Time of
Great Risk

“The New Normal: Great Opportunities in a Time of Great Risk”

Author: Roger McNamee with David Diamond

Publisher: Portfolio Hardcover

Price: \$24.95

Format: 272 pages, Hardcover only

new world offers new choices but requires us to make more decisions. Managers have to be conversant in technology and globalization and execute plans that take those forces into account. In particular, he foresees big changes in mobility technology enabling business applications at the edge of the network. IT managers who experiment with these technologies will see a return.

“Delay is still a strategy,” he says. “But it’s a really, really bad one.”

For investors, McNamee emphasizes the importance of timing and insight. Companies once thought that moving on Internet time was the only thing that mattered. And it’s true that early adopters have advantages. Some companies indeed got lucky with the gold rush to the Internet. But he cautions that companies must both move fast and guess right. Netscape had many advantages at the onset of the Web. Had it invested in portal or search technology, it might have beaten Yahoo! or Google. Instead, it challenged Microsoft in browsers. Its timing was right, but its insight was wrong.

He does delve deeper into technology forecasts with a discussion of Web services. Web services, which allow someone to tap into sophisticated software applications across the

Our Take

Data center managers should read this book because it offers advice on how they can begin to take risks again in a post-9/11 environment. McNamee argues that those who stand still will be taking fewer risks in the short term, but in the long term they have no chance of smashing success.

He suggests that data center managers and IT professionals should experiment with new technology. That means putting resources into web services or exploiting offshore programming talent. This, he says, “is the courage to act.” Those who make key insights, recognize the importance of timing, and pursue the right business model are the ones who will succeed.

Managers need to remember the power of the individual is rising and that the world offers many choices but requires many decisions. Technology and globalization are a fact of life. None of us has enough time, so we have to make the most of it.

What's Happening

Return To Sender

Microsoft Moves To Stem The Tide Of Spam & Fraud With Sender ID Technology

by Stephen J. Bigelow

WHEN WE RECEIVE EMAIL, it's normal to assume that the return address shown in each message is correct, that that is indeed the person or company sending the message. However, things are not always as they appear in cyberspace. Hackers and malicious companies can easily spoof a sender's email address, replacing the true address with the address of some poor unsuspecting individual or other organization. Such activity can severely impact affected address holders, causing recipients to block further legitimate communications, and even influence their ability to conduct normal business operations. The IT industry is working to overcome the problem of address spoofing by introducing email authentication technologies. Microsoft is one leader in the field with its emerging Sender ID technology.

Gone Phishin'

Microsoft points out that address spoofing is mainly applied in phishing scams that are intended to dupe recipients into revealing personal information. In one simple form, phishers mask their address with that of a major bank, online store, or other major entity and then send millions of emails to

promising framework, and we continue to work with others in the industry to forge consensus and lead adoption of email authentication technologies." This has been due to the large number of changes and enhancements made to the Sender ID specification based on a wide range of industry response. "Based on key feedback from industry and the IETF MARID (Mail Transfer Agent Authorization Records in Domain Name System) working group, the Sender ID Framework has been enhanced to include support for multiple ways of publishing and checking records of senders, including PRA (purported responsible address), MAIL FROM, or both. These enhancements provide implementers broad choice and deployment flexibility, accommodating any combination of platform, application, and licensing choices by receiving systems. The spec also accommodates backward compatibility with SPF v.1, so companies that have already begun publishing in that format can continue to implement the revised Sender ID framework."

The results of a Sender ID check can also be used to help tweak the filtering performed by mail servers, bringing such factors as past behaviors, traffic patterns, and



recipients across the Internet. The email message typically includes some tall tale about verifying account information and directs the recipient to a doctored Web site that looks legitimate but actually is not. Visitors are then asked to disclose confidential information that the phisher can use. Obviously, you wouldn't fall for such a trap if you see a return address such as Muskegon_Joe@hotmail.com, but a more official-looking address such as account_correction@boa.com may fool just enough individuals to make the phishers' effort worthwhile.

According to Microsoft, Sender ID verifies the sender of each email message. This is accomplished in a particularly straightforward means by checking the address of the server sending the email against a registered list of servers that the domain actually allows to send email. In actual practice, such verification is performed by the recipient's ISP or mail server and is invoked before the mail is ever delivered. In the example above, your ISP or corporate mail server would query the "boa.com" domain and check to see if the IP address sending the email is actually allowed from within that domain. If not (or if there is no "boa.com" domain), the message is judged to be bogus, and it's never received. In short, if your ISP or mail server cannot authenticate the sender, you never see the email.

Gaining Popularity

Sender ID is gaining acceptance from the IT industry. A Microsoft spokesperson says, "Sender ID has proven to be a very

sender reputation into the decision to deliver mail to a recipient. Microsoft says that adoption is quickly gaining momentum in the industry: "A number of organizations have in the past few months announced their plans for Sender ID support either by encouraging industry adoption, publishing their own records, or offering specific products and services that support the Sender ID framework, from email applications to anti-spam appliances and services." That list is a long one, including such major players as AOL, Amazon.com, Equifax, Symantec, VeriSign, and a host of others.

Implementing Sender ID

Given the remarkably straightforward technology involved, Sender ID is surprisingly easy to implement. In an interview published on Microsoft's Web site, Ryan Hamlin, general manager of Microsoft's Safety Technology & Strategy Group, says that two key steps are needed for users to implement Sender ID. "The call to action is really for companies first to publish their Sender ID record. There is a tool on our site (www.microsoft.com/senderid) that will help create that record. Once created, companies need to publish that information in the text record in DNS. For [email] senders, this is the only thing they need to do." He continues, "Mail receivers, including ISPs and mail transport agents (MTAs) have one more step to complete. They need to make sure that their software is compliant and has been updated. Many of the MTAs and ISPs have already made this change or

are in the process of making the change for their customers."

Microsoft's spokesperson says that services are already being updated for Sender ID support. "In terms of our own implementation, Microsoft is moving forward

with the revised Sender ID framework and has begun implementing the PRA check in Hotmail and MSN."

But Microsoft is also looking past Sender ID, examining other means to help stem spam and phishing into the future. "Beyond Sender ID, we also continue to support complementary technologies such as signing solutions and computational proofs, which are important in addressing other technical aspects of spam that IP-based authentication mechanisms do not address." P

What's Next

Putting Photons Into Computers

DESIGNERS HAVE LONG SOUGHT to bring optical data paths between PCs and even into the PC itself. Replacing current-carrying semiconductors and electrical interconnections with light-carrying elements could vastly increase speeds and significantly reduce power consumption, along with the resulting heat. However, optical components have been difficult and expensive to produce, and optical connections require specialized skills and tools to achieve properly.

Intel has recently taken a notable step forward in merging optics and electronics by creating a laser out of ordinary silicon. Not only does this leverage the broad base of knowledge available for silicon semiconductor fabrication, but silicon-based laser devices can also be far easier to align than current optical devices, eliminating much of the labor cost involved in optical devices. These are two extremely important hurdles for the semiconductor industry. Although commercial silicon laser devices are not expected for four to five years, Intel's breakthrough may soon open the door for cost-efficient, high-speed optical links between computers, as well as key interconnections between PC components.

Multicore Processors Cause Licensing Concerns

PLACING MULTIPLE PROCESSING CORES on the same physical chip makes a lot of sense when vast amounts of computing horsepower is needed, namely in servers and scientific computing applications. Chipmakers such as Intel have mapped out ambitious plans for their dual-core products. Intel expects to release its Pentium Processor Extreme Edition in Q2 2005, followed by the dual-core Itanium chip (Montecito) for servers shortly thereafter. Future chip versions are expected to each offer up to 32 cores. However, hardware makers are seeing a potential problem looming on the horizon: software licensing.

Major software products such as Oracle's database are licensed based on the number of processor cores, so doubling the number of cores effectively doubles the license fees. Quadrupling the number of cores will increase licensing fees by a factor of four and so on. As the number of processor cores multiplies in years to come, the cost of licensing can easily dwarf the value of hardware. Unfortunately, companies such as Oracle are resisting pressure from hardware makers such as Intel and HP to ease their licensing scheme and make accommodation for multicore processors. Hardware makers fear that such a firm position on licensing may eventually hurt the adoption of multicore processing products because software licensing costs may multiply beyond levels that are reasonable for many users. Network operators should review their current software licensing agreements very carefully when contemplating a move to dual-core systems—and beyond.

Sun Enters Next Phase

SUN MICROSYSTEMS HAS EMERGED as a leading force in grid computing, selling processing power to meet the needs of business much the same way that a company buys other commodities including electricity or natural gas. Late last year Sun established a service that offers large computing customers access to Sun's computing capacity at a cost of \$1 per processor hour. Processing service is provided using mostly AMD Opteron-based servers running the Solaris OS.

Although this is potentially a boon for large computing consumers (such as researchers and designers), customers are still obliged to store their own data. Sun recently announced the next phase of its grid computing plans (dubbed Sun Grid), offering storage for \$1 per gigabyte per month. Lower prices are expected for customers requiring lower levels of data protection. The storage service is anticipated for larger customers by April 2005, with access for smaller customers to appear sometime in June.

Sun is also working on three additional services. An application service will allow partners to place their software on Sun's infrastructure. A developer service will provide programmers to develop software designed for large numbers of low-end networked computers. Both of these are expected by the summer.

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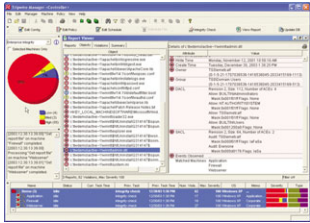
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IT Lifecycle Management

Virtual Booth 4149 • Virtual Product 2128



Altiris offers Web-enabled solutions that easily manage desktops, notebooks, handhelds and servers. Altiris provides fully integrated systems management solutions for client and mobile, server, and asset management that automate, simplify, and reduce the cost of IT lifecycle management. Download a free 30-day evaluation copy. www.altiris.com.



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Media Management System

Virtual Booth 3998 • Virtual Product 1943



Vertices® Media Management System is the comprehensive, scalable disaster recovery tool that will help you meet even the most stringent business continuity guidelines. Vertices lets you easily store, track, move and protect all the media your company generates. And since Vertices integrates seamlessly with your backup system, the tracking / logging of your backup media will be done automatically.



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Patch Management Service

Virtual Booth 3819 • Virtual Product 1754

- Continuous, automated assessment.** When a remote or mobile user tries to connect, iPass immediately inventories their PC's security assets and runs a security assessment before giving the user an Internet connection.
- Automated remediation.** After assessing the endpoint device, iPass automatically remediates Microsoft OS patches and antivirus definition files based on your security policies and priority levels.
- Automated patch management.** Each time a Windows OS patch is released, it's immediately available. The management of antivirus updates is also highly automated. IT staff define how often a user's definition files are to be updated, and iPass takes care of it.



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Security Update Manager

Virtual Booth 3793 • Virtual Product 1560



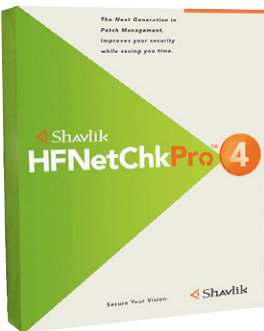
- Enterprise assessment in minutes
- Push and pull deployment
- Deployment control
- Security and role-based access
- Integration with Microsoft Security Web site



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Patch Management Software

Virtual Booth 4177 • Virtual Product 2187



The industry standard for automated security patch management, Shavlik HFNetChkPro™ is the fastest, easiest, most logical way to secure your network. Start patching in just 30 minutes to ensure that your systems are fully protected.

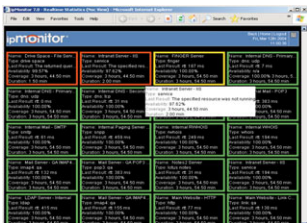
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Application Monitoring

Virtual Booth 3990 • Virtual Product 1925



ipMonitor is a secure, real-time network monitoring solution that will proactively Monitor, Alert and Recover your critical applications, servers and infrastructure equipment. Feature rich and affordable - ipMonitor's proven agentless architecture and comprehensive feature set delivers unparalleled reliability, ease-of-use and low cost of ownership.



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Application Performance

Virtual Booth 3920 • Virtual Product 1793

VERITAS i3™ is an integrated software solution that provides a methodology for rapidly improving application performance. Correlates the application flow across the multi-tiered IT infrastructure by continuously monitoring all technologies that contribute to response time. **Identify the problem with VERITAS Insight™**-collects detailed performance metrics from underlying technologies contributing to response time to provide deep visibility into complex performance bottleneck issues. **Notify the user with VERITAS Inform™**-delivers key performance information collected by Insight & Indepth in the form of historical reports and exception to service alerts. **Correct the problem with VERITAS Indepth™**-measures the real end user response time of multi-tiered applications. Provides specific performance metrics for SAP, Oracle, PeopleSoft, Siebel, and J2EE and MS-SQL applications.



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End-To-End Performance

Virtual Booth 4043 • Virtual Product 1985

\$34,500
Starting Price



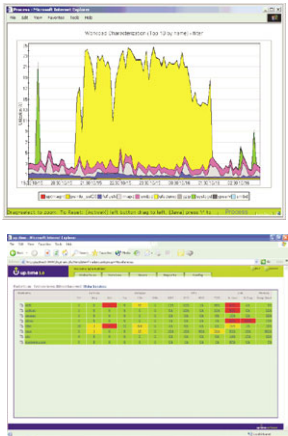
NetQoS' SuperAgent is the most complete application performance solution available today, from reports to measure SLA compliance for the CIO to detailed problem solving analysis for network engineers. SuperAgent monitors and analyzes end-to-end performance based on real user traffic, measuring all transactions from all users. No synthetic transactions, no agents on desktops or servers.




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Performance Monitoring

Virtual Booth 3925 • Virtual Product 1806



- Monitor your entire server infrastructure availability from a single view
- Drill down to individual geographic regions or functional groups
- Monitor your system from anywhere
- Monitor and track IT service health
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- Virtual resource trend analysis
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Network & System Mgmt.

Virtual Booth 4010 • Virtual Product 1954



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Data Center Management

Virtual Booth 4200 • Virtual Product 2249

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Air Flow Design Software

Virtual Booth 4058 • Virtual Product 2006



TileFlow is a software package for modeling airflow distribution in raised-floor data centers. It enables you to evaluate different layouts, consider the effects of reconfiguration of air-handling units and perforated tiles, explore the effect of under-floor blockages, and predict failure scenarios. TileFlow eliminates the expensive and tedious trial-and-error process to achieve the desired distribution of cooling air.



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Sun System Support

Virtual Booth 3730 • Virtual Product 1436



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VAX Replacement Systems

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PC Remote Support Software

Virtual Booth 3784 • Virtual Product 1548

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Retail Price



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PC Remote Control

Virtual Booth 3800 • Virtual Product 1579

\$99



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Remote Control Software

Virtual Booth 3878 • Virtual Product 1721



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Data Center Automation

Virtual Booth 4028 • Virtual Product 1967

BladeLogic Operations Manager™ is a suite of enterprise-class data center automation solutions that enables organizations of any size to provision, configure, and manage large-scale distributed server environments more efficiently. Using BladeLogic Operations Manager, Global 2000 and other leading companies such as Chicago Mercantile Exchange, HSBC, priceline.com, SunGuard, Time Warner Cable, and Wal-Mart.com have been able to:

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Asset Management Software

Virtual Booth 4004 • Virtual Product 1950

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Change Surveillance

Virtual Booth 4215 • Virtual Product 2272



ITVerify®, offered by Verifichi, equips IT decision makers with a centralized view of all system, network and application information, enabling simplified management and reduced costs of the underlying IT infrastructure. ITVerify is a complete product suite developed for change detection, performance analysis and improvement, configuration control and asset tracking, and consolidation analysis. Its telemetry engine collects data from any heterogeneous source within the infrastructure and creates a data warehouse that verifies all components within a client enterprise. ITVerify also provides the governance required to meet many of today's regulatory requirements. It allows managers to make precise, informed decisions that simplify complexity, reduce costs and enable the alignment of the infrastructure with its business goals.



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Terminal Emulation

Virtual Booth 4053 • Virtual Product 1998

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Ericom Software's PowerTerm InterConnect terminal emulator supports over 30 different emulation types and provides secure connectivity to a wide range of hosts, including: IBM Mainframe (zSeries), IBM AS/400 (iSeries), OpenVMS, UNIX, Linux, Tandem, SCO and more. Because PowerTerm InterConnect has such a small footprint, it is easily installable on any desktop, making it a simple and fast solution for running legacy applications. PowerTerm InterConnect's rich feature set and fast response has made it the product of choice for thousands of corporations throughout the world. Ericom also offers a secure browser-based solution, PowerTerm WebConnect. **Visit www.ericom.com for more info and a free 30-day evaluation.**



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Emulation Solutions

Virtual Booth 4135 • Virtual Product 2109

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Terminal Emulation

Virtual Booth 4139 • Virtual Product 2112



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Utility Computing Suite

Virtual Booth 3848 • Virtual Product 1732

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Auto Server Conversion

Virtual Booth 3985 • Virtual Product 1913



Automated Server Conversion

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- Move virtual machines from one virtual host to another
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- Convert Windows and Linux servers



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Performance Software

Virtual Booth 4021 • Virtual Product 1961

TeamQuest® Software Solutions

- Data center performance management and capacity planning for proactive IT optimization.
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Our software solutions help users:

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- Manage application performance

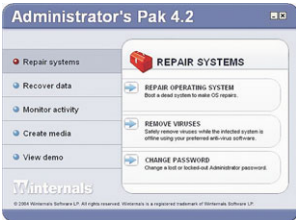


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System Admin Tools

Virtual Booth 3863 • Virtual Product 1680



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Desktop Availability Suite

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System Admin Software

Virtual Booth 4121 • Virtual Product 2094



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Dynamic Software Mgmt

Virtual Booth 4202 • Virtual Product 2252



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Interactive Voice Response

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VoIP PDA Softphone

Virtual Booth 3909 • Virtual Product 1780



- Allows calls via the Internet
- DTMF dialing from user's PDA
- Supports H.323/SI
- Speaker volume control
- Microphone volume control
- Contact Book
- History list of the most recently used phones
- Instant balance reporting
- Skinnable interface



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VoIP Softphone

Virtual Booth 3909 • Virtual Product 1779



- Allows calls via the Internet
- DTMF dialing from user's PC
- Speaker volume control
- Microphone volume control
- Contact Book
- History list of the most recently used phones
- Instant balance reporting
- Includes a timer for the seconds
- Calling time
- Skinnable interface



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VoIP Network Assessment

Virtual Booth 4212 • Virtual Product 2269

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Anti-Spam Solution

Virtual Booth 2265 • Virtual Product 0032

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Supply Chain Management

Virtual Booth 3737 • Virtual Product 1448



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Project Mgmt. Services

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SLA Performance Monitoring

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Cisco Network Services

Virtual Booth 15 • Virtual Product 1534



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Network Services

Virtual Booth 3821 • Virtual Product 1615



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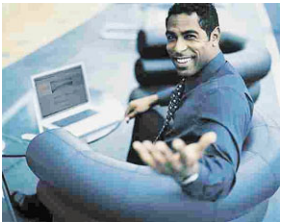
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Command Center Solution

Virtual Booth 4031 • Virtual Product 1970



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Business Continuity Service

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Co-location Services

Virtual Booth 2899 • Virtual Product 1668

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8	4amp	2	200	40
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Virtual Booth 3831 • Virtual Product 1626



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Virtual Booth 4174 • Virtual Product 2176



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Virtual Booth 2895

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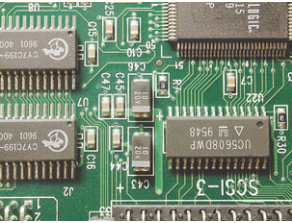
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Identity Management Services

Virtual Booth 4223 • Virtual Product 2313

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Network Forensics

Virtual Booth 4156 • Virtual Product 2132

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Computer Forensics

Virtual Booth 4165 • Virtual Product 2152

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- Attorneys – consulting with law firms about the value and usefulness of recovered data, and all aspects of associated technology
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- Organizations – developing policies, procedures and methods that prepare an organization to meet discovery orders by an opposing counsel or a court.



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Application Code Review

Virtual Booth 3815 • Virtual Product 1607

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- Acceptable risk level identification
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IT Security Management

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Virtual Booth 3983 • Virtual Product 1910

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- Web site testing
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Virtual Booth 15 • Virtual Product 1532





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Marlborough, MA 01752
Fax: (508) 229-2622
EMAIL: dti@devicecetek.com

device technologies
inc.

Managed Patch Panels

Virtual Booth 3928 • Virtual Product 1813



The PanView system, through its innovative use of scanners, enabled patch panels, reliable patch cords and software, provides real-time monitoring of physical layer connectivity. This system provides networks with greater reliability, improved security, better efficiency and greater savings.

17301 Ridgeland Avenue
Tinley Park, IL 60477
Phone: (800) 777-3300
Fax: (708)-532-1811
WEB: www.panduit.com/pv08
EMAIL: cs@panduit.com

PANDUIT

UPS Environment Sensor

Virtual Booth 3804 • Virtual Product 1645



- Remotely monitors temperature & humidity
- Remote supervision via browser or SNMP-based NMS
- 2 contacts for door open, genset start up or other user-defined parameters
- Alarm thresholds set through SNMP/Web interface; notify email/SMS/pager
- Compatible w/any Ethernet/SNMP-enabled MGE UPS

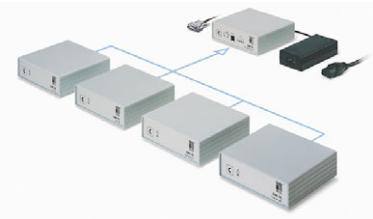
MGE

UPS SYSTEMS

1660 Scenic Avenue
Costa Mesa, CA 92626
Phone: (800) 523-0142 x3500
Fax: (714) 434-0865
WEB: www.mgeups.com/us
EMAIL: sales@mgeups.com


Rack Monitor System

Virtual Booth 3871 • Virtual Product 1706



Rittal's new computer multicontrol system offers system security & monitoring plus these functions:

- Vandalism/shock/vibration detection
- Remote smoke alarm and temperature sensors
- Climate control/thermal management functionality
- Prevention against unauthorized access via swipe card/keypad authorization, lockout and much more.



One Rittal Place
Springfield, OH 45504
Phone: (800) 477-4000
Fax: (937) 390-5599
WEB: www.rittal-corp.com
EMAIL: rittal@rittal-corp.com

Cabinet Climate Monitor

Virtual Booth 2915 • Virtual Product 1870

\$399



Ethernet/Web
Temperature - Air Flow
Humidity - Door Position
Sound - Light Level
Power - Web Cam
16 External Sensors

Rack Mounted
Monitor Multiple Cabinets
HTML (no client needed)
SMTP (e-mail alerts)
SNMP (MIB, traps)
Graphing - Console




IT Watchdogs

12885 Research Blvd.
Phone: (512) 257-1462
WEB: www.ITWatchDogs.com

Austin, TX 78750
EMAIL: support@itwatchdogs.com


IT Environment Monitor

Virtual Booth 3669 • Virtual Product 1248



Starting at \$1,495

Room Alert monitors data center environments. Sensors built-in & attached monitor digital temperature, digital humidity, power, flood, smoke, entry, panic buttons, more. AVTECH's **PageR Enterprise** software is included to allow network-wide monitoring, web interface, advanced alerting & auto corrective action. FREE Support. Resellers Wanted.



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Newport, RI 02840
Phone: (888) 220-6700
Fax: (401) 847-6701
WEB: www.avtech.com
EMAIL: sales@avtech.com

Mission Critical Monitoring

Virtual Booth 3896 • Virtual Product 1765



Multi Protocol Alarm Notification and Control

Inputs - Dry contact, 4-20mA, 0-5 & 0-10VDC (expandable from 8 to 104 inputs), Keypad for access control, Modbus

Outputs - Dry contact (up to 36), Sensor/Accessory power

Communication Ports - RJ-11, RJ-45, RS-232, RS-485

Protocols - TCP/IP; UDP/IP; ICMP, HTTP/HTML, SNMP (get/set/traps), BACNet/IP, Terminal Emulation, TAP, PPP



208 Commerce Drive
Fort Collins, CO 80524
Phone: (970) 484-6510
Fax: (970) 484-6650
WEB: www.rletech.com
EMAIL: sales@rletech.com

Environmental Sensor Hub

Virtual Booth 3146 • Virtual Product 0582



Network Enabled Environmental Monitor

Features:

- Email Notifications
- Full SNMP Capabilities
- Graphing
- Requires No Software
- Sends SNMP Traps to 4 Destinations
- Full Password Protection
- Fully Compliant with all Operating Systems

We also have larger devices with more sensor capabilities available.


\$295 w/ Temperature
\$395 w/ Temp & Humidity
Mention This Ad for 10% Discount!



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Phone: (512) 328-1800
Fax: (512) 328-1844
WEB: www.uptimedevices.com
EMAIL: sales@uptimedevices.com

Temperature Monitoring


Virtual Booth 3669 • Virtual Product 2232



Special \$345

TemPageR provides real-time temperature monitoring, graphing & logging with unlimited alerts to individuals or groups, at unlimited thresholds. TemPageR has a Web interface, SNMP monitoring, supports 4 digital sensors, connects via Ethernet, sends email & Syslog alerts, can be used without a host PC, and includes FREE support.

Resellers Wanted



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EMAIL: sales@avtech.com

Water Leak Detection

Virtual Booth 3896 • Virtual Product 1764



- Early detection of potential water/moisture problems
- Over 3 million feet of patented cable deployed
- Monitor up to 5000 feet and pinpoint leak location
- Dries quickly, easy to install
- Virtually eliminates false alarms
- Adjustable sensitivity levels
- CE certified, UL listed, and "fire code" friendly (CL2P Plenum rated)
- Zone and spot water leak detection solutions also available



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Fax: (970) 484-6650
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EMAIL: sales@rletech.com

Environmental Monitoring

Virtual Booth 3899 • Virtual Product 1769



Sensaphone IMS-4000 Comprehensive Remote Site Monitoring

Monitor critical environmental conditions such as temperature, humidity, smoke, sound level, motion, water, intrusion, and power outages with the IMS-4000 host and node. Each host and node unit supports up to eight environmental sensors.



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Fax: (610) 558-0222
WEB: www.sensaphone.com
EMAIL: info@sensaphone.com

IT Temperature Monitor

Virtual Booth 4115 • Virtual Product 2189

\$249



Sensatronics IP-based environmental monitors and partners of Network Management Software help protect your business assets by providing early alerts of out-of-range environmental conditions. Our devices provide for:

- Temperature Monitoring
- Detecting Water Leaks
- Power Control
- Relative Humidity Monitoring

You Saved Our Data Center! - Tim, Australia



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WEB: www.monitor-temp.com

Bow, NH 03304
Phone: (603) 224-0167
EMAIL: monitor@sensatronics.com

Fire Suppression System

Virtual Booth 4086 • Virtual Product 2049



SAPPHIRE® Fire Suppression System uses a revolutionary clean agent that fights fires without causing damage to electronics and other critical assets. Ideal solution for DP centers, telecommunications, and tape storage facilities. Environment-friendly agent has atmospheric lifetime of only five days versus 33 years for the closest chemical alternative - and ZERO ozone-depletion potential.



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Phone: (715) 735-7411
WEB: www.ansul.com
EMAIL: ansul.info@tycoint.com

Fire Protection System

Virtual Booth 4095 • Virtual Product 2058



Clean Agent Fire Suppression System

ECARO-25™, utilizing HFC-125 (DuPont™ FE-25™) as the fire-extinguishing agent, is the best, most cost-effective clean agent fire protection system available. ECARO-25 is perfect for NEW clean agent fire suppression applications, as well as for Halon replacement projects. This highly effective fire suppression system is safe for people, assets and the environment.




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Blue Springs, MO 64015
Phone: (816) 229-3405
Fax: (816) 228-9277
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EMAIL: fpssales@fike.com

Cable ID System


Virtual Booth 3946 • Virtual Product 1852

\$9.95 per bag



AAA Cable Markers - The Professional Solution

- Organize patch panels & racks quickly
- White "C" clips numbered in black - 0 to 9
- Identify cable ends at a glance
- Connect while network is operational
- Clip on / clip off / rotate for EZ viewing
- Fits category 3,4,5 or 6 standard cables
- Each 400+ count bag can dress 96+ cables



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Fax: (847) 589-4053
WEB: www.aaa-communications.com
EMAIL: sales@aaa-communications.com

Security/Warranty Labels

Virtual Booth 3387 • Virtual Product 872



Before **After**


- Tamper Evident Security Labels
- **Fast Delivery Time, Usually 1-2 days**
- Choice of two materials (Destructable Vinyl and White VOID)
- Four stock sizes available. (Two for each material)
- Five colors to choose from
- Free sequential numbering and barcoding
- Other labels available




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WEB: www.imprints-usa.com EMAIL: imprintsusa@aol.com

Power Tower XL Dual Power

Virtual Booth 931 • Virtual Product 1072



- Dual power feeds in one enclosure
- Group outlet control for up to 4 power circuits
- Remote reboot via IP
- Secure HTML GUI, SNMP, RS-232 access 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing




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Reno, NV 89511
Phone: (775) 284-2000
Fax: (775) 284-2065
WEB: www.servertech.com
EMAIL: sales@servertech.com

Power Tower XL Zero U

Virtual Booth 931 • Virtual Product 1071



- Remote Reboot via IP
- Secure HTML GUI, SNMP, RS-232 access
- 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing
- Link to a second tower for group outlet control



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EMAIL: sales@servertech.com

Sentry Commander PT40

Virtual Booth 931 • Virtual Product 1073




- Remote Power Management & Pass-Through Console Port Access
- 4 Pass-Through ports for console management of serial devices
- 4 power outlet receptacles
- Secure in-band or out-of-band communications
- Field-Replaceable internal Global Secure Modem



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EMAIL: sales@servertech.com


International Power Control

Virtual Booth 3473 • Virtual Product 1349



TPC 2365 Series

- 0U or 1U mounted
- Auto-Voltage operation for 120V - or 240V -, or 20A input - 16A voltage
- (12) IEC60320 outlets
- Over-current protection
- EMI/RFI filtering, surge suppression



3200 S Susan Street Santa Ana, CA 92704-6839
Phone: (877) PULIZZI (785-4994) Fax: (605) 334-4999
WEB: www.pulizzi.com/international EMAIL: sales@pulizzi.com

Zero U PDU w / Monitoring

Virtual Booth 2144 • Virtual Product 780



24 Receptacles
LCD Display
RS232 Access

24 RECEPTACLE REMOTE POWER MONITORING & DISTRIBUTION

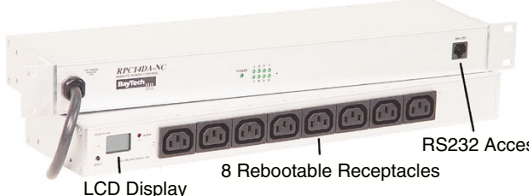
- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Display
- RS232 Interface 120/208VAC 10,20,30A Models
- Power Distribution and Monitoring In One Unit



200 N. 2nd Street
Bay St. Louis, MS 39520
Phone: (800) 523-2702
Fax: (228) 467-4551
WEB: www.baytech.net
EMAIL: sales@baytech.net

Power Control & Monitoring


Virtual Booth 2144 • Virtual Product 778



8 Rebootable Receptacles
LCD Display
RS232 Access

8 RECEPTACLE POWER CONTROL AND MONITORING


- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Displays Power Monitoring Information
- RS232 interface, 120/208VAC 10,20,30A Models
- Turn On, Off, or Reboot any or All Receptacles



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Phone: (800) 523-2702
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Isobar® Surge Suppressor


Virtual Booth 3710 • Virtual Product 1331



Model: ISOBAR12ULTRA

Premium protection against surges, spikes and line noise

- 12 outlets
- All-metal housing
- 1280 joule rating
- Isolated filter banks remove EMI/RFI line interference
- Diagnostic LEDs
- \$25,000 Ultimate Lifetime Insurance



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Phone: (773) 869-1234
Fax: (773) 869-1329
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EMAIL: info@tripplite.com

Trans Switch w/Pwr Control

Virtual Booth 2144 • Virtual Product 779



RS232 Port Transfer Switch
4 receptacles per side

8 RECEPTACLE POWER CONTROL / MONITORING WITH TRANSFER SWITCH


- Current, Voltage, Power, and Temp Monitoring
- Automatic Transfer Switch
- RS232 or Network Interface 120/208VAC 10, 20, 30A Models
- Turn On, Off, or Reboot any or All Receptacles




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EMAIL: sales@baytech.net

Fail-Safe Transfer Switch

Virtual Booth 931 • Virtual Product 1074



- Provide redundant power to single-power supply servers
- Auto-switches to a secondary power source if the primary becomes unavailable
- Universal voltage: 120V or 208-240V
- Primary select switch to designate the primary & secondary power feeds
- LED lights indicate which power source is in use



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EMAIL: sales@servertech.com

Power Management

Virtual Booth 3385 • Virtual Product 2234

Dualcom™ *M Series*



Mpower your Data Center with the new M Series Power Management and more...

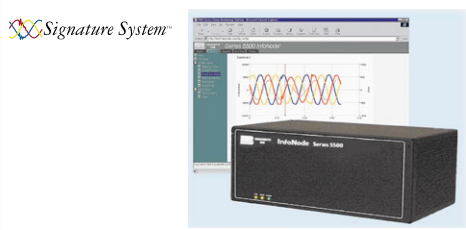
A Cyber Breaker on each outlet (M 820C Plus) • Monitor current on each outlet (M 820C) • Schedule outlets on/off • SNMP management • Login/password security • Event logging • Give outlets descriptive names • Programmable stagger on/off times • Intuitive user interface




1580 Berger Drive San Jose, CA 95112
Phone: (888) 311-6277 Fax: (408) 975-0941
WEB: www.cyberswitching.com EMAIL: info@cyberswitching.com

Power Quality Monitoring

Virtual Booth 4178 • Virtual Product 2188



The Signature System™ is an integrated, Web-browser-based platform that allows users to remotely--and in real time--monitor their power systems. A modular power quality and energy management tool, the Signature System is successfully used by data centers, mission-critical facilities, and banking/financial institutions around the world. Ask for our free white paper/case study.



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Phone: (732) 287-3680
WEB: www.dranetz-bmi.com
EMAIL: sales@dranetz-bmi.com

Line-Interactive UPS

Virtual Booth 2784 • Virtual Product 1214



Full Protection for Internet computers & advanced servers

- Fully digitized microprocessor-UPS is controlled by a CPU
- Automatic Voltage Regulator (AVR)
- Smart RS-232 communication port
- Hot-swappable battery by users
- Schedule shutdown & reboot
- Available VA Capacity: 1K/1.5K/2.2K/3K VA



Complete Power Solution

623 S. State College Blvd
Fullerton, CA 92831
Phone: (714) 525-8889
Fax: (714) 525-8881
WEB: www.powercom-usa.com
EMAIL: contact@powercom-usa.com

3U Rack/Tower UPS System

Virtual Booth 3710 • Virtual Product 1329



Model: SMART5000RT3U

Provide uninterruptible 120-208V power to servers, networking and telecom equipment during blackouts, brownouts and other power problems

- 5000VA power capacity
- Pure sine wave output in battery backup mode
- 14 outlets (10 15-amp, 2 20-amp and 2 twist-lock 30-amp)



1111 W. 35th Street
Chicago, IL 60609
Phone: (773) 869-1234
Fax: (773) 869-1329
WEB: www.tripplite.com/promo/proc
EMAIL: info@tripplite.com

LCD Online UPS

Virtual Booth 2784 • Virtual Product 1215



Multifunction double conversion LCD Online UPS - VGD1500

- Pure sinewave output with less than 3% THD
- Multiple language LCD display
- Load segmentation receptacles controllable
- Support USB communicator
- Wide input voltage range
- Available VA Capacity: 1K/1.5K/2K/3K VA



Complete Power Solution

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WEB: www.powercom-usa.com
EMAIL: contact@powercom-usa.com

Online UPS 700VA - 3200VA

Virtual Booth 3804 • Virtual Product 1582



- Double-conversion UPS for Servers, VoIP, SANs
- 2U rack or tower installation
- Digital Quality Power maximizes performance for high-density apps
- Power Management software suite included
- Automatic bypass adds redundancy; simplifies maintenance
- Hot-swap internal batteries and extended battery or fuel cell options for multihour backup times



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Fax: (714) 434-0865
WEB: www.mgeups.com/us
EMAIL: sales@mgeups.com

Enterprise 3-Phase UPS

Virtual Booth 3804 • Virtual Product 1581



- 555kVA to 800kVA - Compact footprint, high density
- Web server-on-a-chip technology for instant monitoring
- Generator friendly - eliminates compatibility problems
- Fault tolerance allows UPS to withstand shorts
- Precise voltage regulation limits voltage transients
- Less than 4% THD on output for distortion-free sinewave
- High operating efficiency cuts operating costs



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Fax: (714) 434-0865
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EMAIL: sales@mgeups.com

Offline UPS

Virtual Booth 2784 • Virtual Product 1216



Protect your PC, external storage drives & monitor with battery backup. Keep modems, printers & phone systems safe.

- Fully digitized microprocessor-UPS is controlled by a CPU
- Extra outlets & LED display
- Short circuit, overload, lightning & surge protection
- Advanced battery management (ABM)
- Battery Run Time: 17 - 33 minutes. Model KOF-750S



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Phone: (714) 525-8889
Fax: (714) 525-8881
WEB: www.powercom-usa.com
EMAIL: contact@powercom-usa.com

Standby UPS

Virtual Booth 3923 • Virtual Product 1802



Available Models
POF-400US, POF-600US

For Workstation, Peripherals, POS, Alarm & Phone Systems

- Microprocessor controlled with EMI/RFI noise filter
- 3 Battery powered outlets and 3 surge protected outlets
- USB connectivity, Software CD & USB cable included
- Surge protection for phone/ modem/ fax modular combo
- 5 LEDs/6 functions: using battery, A/C bypass, overload, check battery, equipment wiring fault, & surge protection



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Phone: (714) 630-0228
Fax: (714) 630-0273
WEB: www.TriProUSA.com
EMAIL: Info@TriProPower.com

Battery Monitoring System

Virtual Booth 3981 • Virtual Product 1905



BTECH's S5 Series Battery Monitoring & Validation System has been designed specifically for your UPS battery cabinet. Our patented and proven impedance measurement technology finds bad batteries well before they pose a risk to your critical systems. Plus, with battery sensing harnesses predesigned & tested for your specific cabinet, installation time is cut in half while increasing system reliability.



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Morris Plains, NJ 07950
Phone: (973) 683-9950
Fax: (973) 683-9951
WEB: www.btechinc.com
EMAIL: sales@btechinc.com

Server Cabinet

Virtual Booth 353 • Virtual Product 196



- Support Complete Solution
- 11U - 42U H, 23" - 40" D
- Ships within 2 Days
- Black or White
- All models come with:
 - Tempered plexiglass front door
 - Solid metal side and rear doors
 - 3 fans
 - Castors
 - Leveling feet
 - 50 screws



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Fax: (909) 465-1457
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EMAIL: sales@hunttec.com

Rugged Server Cabinet

Virtual Booth 3821 • Virtual Product 1616



Big, Rugged cabinets for today's larger servers

- Elite II Server Cabinet
- 42" Deep (84"H x 24"W)
- 1800 lbs. Weight capacity
- Includes built-in cable management
- Retractable anti-tip legs provide stability
- Includes three pairs of adjustable M6 rails
- FREE 24/7 hotline technical support



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Server Racks & Cabinets

Virtual Booth 4216 • Virtual Product 2294



Superb Quality, Unparalleled Versatility Open or Enclosed Racks

- Choose from EIA standard Widths: 19", 23", 24" or 28" Depths: 24", 30", 36" or 42" Heights: 14u, 20u, 24u, 30u, 35u, 40u, 44u, 48u
- Includes 3 pairs of universal adjustable rackrails, casters and levelers, screws/nuts. Can do custom. 7 colors. Complete accessories avail.

See our IT70 GSA Schedule #GS-35F-0208R



where customer service matters

915 S. Jupiter Road
Garland, TX 75042
Phone: (866) 207-6631
WEB: www.rackmountsolutions.net

Garland, TX 75042
Fax: (972) 276-6484
EMAIL: sales@rackmountsolutions.net

LCD Arms

Virtual Booth 2972 • Virtual Product 1343

List
\$245



- Multi-directional adjustments for optimal viewing
- Gas-Strut & Ball-Joint System
- Supports LCD panels up to 25 lbs
- Desk or Wall Mount
- Strong die-cast aluminum construction
- Excellent Quality, Performance, Value



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Fireproof Modular Vaults

Virtual Booth 3902 • Virtual Product 1772

These vaults are used for protecting information assets, which are stored as vital records and require the highest possible level of environmental protection. Typical uses for the **Media Rated Vault** include optical disks, digital tape and floppy disks, which include corporate records, tax records, financial documents, LAN back-ups or shadowing of the file servers via electronic vaulting.

Typical uses for the **Magnetic Media** and **Computer Room Vault** include corporate or data processing libraries, media jukebox and silos. Any large archive of optical disk, digital tape or other magnetic media, which include information vital to the business continuity of the organization should consider this alternative. **Firelock can design any failsafe vault to meet your needs.**



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WEB: www.firelock.com

Kutztown, PA 19530
Fax: (610) 756-4134
EMAIL: sales@firelock.com

Serial ATA Mobile Rack

Virtual Booth 3255 • Virtual Product 2279



- For SATA Hard Drive
- Fits standard 5.25" bay
- Aluminum sided
- 3 built-in fans
- Auto-close doors keeps dust out
- Key lock to secure your data
- 1 Year Warranty

BASON COMPUTER

555 E. Easy Street
Phone: (805) 426-1000
WEB: www.basoncomputer.com

Simi Valley, CA 93065
Fax: (805) 426-1011
EMAIL: sales@basoncomputer.com

Laptop Security

Virtual Booth 3854 • Virtual Product 1653

Benji 1 USD
\$89



Benji 2 USD
\$79

- The **Benji** can be bolted down to a desk, podium or cart or affixed with a cable.
- When locked in the closed position, the laptop cannot be opened and accessed.
- Most laptop thefts are internal thefts. When locked in the open position, the laptop cannot be concealed and will not get past the security cameras.



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Mississauga, ON L5T 2S2 Canada
Phone: (800) 275-5792
Fax: (905) 893-4311
WEB: www.compucage.com
EMAIL: sales@compucage.com

Server/Tower Protection

Virtual Booth 3568 • Virtual Product 1096



Starting At
\$469



- **Industrial Computer Enclosure**
- Protect your valuable equipment from dirt and dust
- Includes a fan and exchangeable filter system to keep dirt out of your hardware
- Locking doors
- Protect from water, theft, dirt, I/O damage, software tampering

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Fax: (303) 980-5740
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EMAIL: bytebox@bytebox.com

Scalable Managed Rack

Virtual Booth 3943 • Virtual Product 1836



- Centralization of disparate management tools by delivering a single IP address to each rack with scalability of 1 to 42 ports per rack
- Active Directory integration
- Vertical PDU, Patch Panel and Centerline Backplane architecture delivers remote management, power & connectivity to each individual rack unit
- RCI Cable Harness System provides for network and storage connectivity



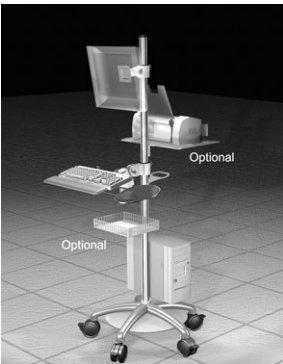
6801 South 180th
Phone: (800) 227-5953
WEB: www.synaptixrack.com

Tukwila, WA 98188
Fax: (425) 251-8826
<http://www.synaptixrack.com/contact.html>

Mobile Workstation Cart 69"H

Virtual Booth 4106 • Virtual Product 2076

Starting at
\$575



- Uniquely designed for 4-sided mounting on Post
- Flat Panel LCD-KB/Mouse tray easily adjustable
- LCD Mount - Tilts & Swivels in all directions
- CPU Holder - adjustable from 4-8"
- Cart Handle for hassle free navigation in crowded area
- Heavy Duty Circular Base Stabilizer
- Cart Base with 4" Casters - 3 Lockable and 2 Non-Lockable



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WEB: www.hergo.com

Rackmount Shipping Cases

Virtual Booth 3488 • Virtual Product 1743



- Shock Isolation Rack Cases (elastomeric style F8 or foam isolation style F4) Provide the Ultimate Protection
- Heights Ranging from 4RU to 43RU- stock and custom sizes
- Front and Rear Tapped Rack Rails
- Swivel & Locking Casters

For other sizes, configurations and options-contact us



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Media Storage / Transport

Virtual Booth 4111 • Virtual Product 2082

\$79
(DLT-20 Price)



- Molded with exclusive Perm-A-Store H.D.P.E. to assist in the dissipation of g-force impact without foam
- Water Resistant
- Molded dividers cradle each cartridge
- Double walls help reduce thermal shock
- Exclusive impact resistant contours
- Lockable



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Phone: (763) 230-3911
EMAIL: info@turtlecase.com

Thermal Mgmt. Solution

Virtual Booth 4029 • Virtual Product 1968



Max-IT™, a scalable enclosure combines Kool-IT™ thermal management technology with high density cable and power management. Variable speed fans adjust automatically to maintain temperature set point. Dual power ensures n+1 redundancy of cabinet fans and alarms. Max-IT's "sidcar" moves cable & power "outside the box" to give you a more flexible solution for your data center.



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Fax: (631) 249-9450
WEB: www.afcosystems.com

16 Port Console Server

Virtual Booth 3608 • Virtual Product 1152



\$995
SCS160

- 8 port - 48 port models available
- Full Distribution Linux (not embedded)
- Open SSH, OpenLDAP, NIS, Radius, TACACS+
- SSH direct to port/IP option
- Field Updates via RPM
- Sun "Solaris Ready"
- **Dual Power, Dual NIC models available**



100 Washington Street
Milford, CT 06460
Phone: (800) 291-3211
Fax: (203) 783-9949
WEB: www.thinklogical.com
EMAIL: sales@thinklogical.com

Mission-Critical Server

Virtual Booth 3608 • Virtual Product 1156



\$3,495

- 32 Port Sentinel32 / Secure Console Server
- Dual "hot-swappable" Power Supplies
- "Hot-swappable" Interfaces
- Full Distribution Linux (not embedded)
- OpenSSH, OpenLDAP, NIS, Radius, TACACS+
- Sun "Solaris Ready"
- **Available with 100BaseFX Network Connectivity**



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Power Distribution For Racks And Cabinet Enclosures

Engineered and manufactured in the United States for power requirements around the world.

T 2235 Series

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- 0U or 1U mounted
- Dual input, auto-switching between sources (primary and secondary)
- Transfer time of 30 ms max
- Brown-out monitoring and "Out of Phase" transfer capability
- IEC and North American versions available

TPC 2105 Series

www.pulizzi.com/international



- 0U or 1U mounted
- 85-264V~, 30A input/24A output
- TPC2105-1 provides (16) IEC60320 C13 outlets (4F/12R), each group of four outlets is rated for a maximum current of 10A.
- TPC2105-2 provides (4) C13 outlets on the front and (2) C19 and (4) C13 outlets on the rear.
- EMI/RFI Filtering, Surge Suppression
- UL498 Listed Main Disconnect Breakers

PC 975 Series

www.pulizzi.com/3phase



- 2U mounted
- 30A, 3-phase, 120/208V~ WYE
- 120V NEMA 5-20R and 208V NEMA L6-20R outlets are standard. L5-30R and L21-30R outlet versions are available.
- EMI/RFI Filtering, Surge suppression
- Remote on/off and EPO control
- Over-current protection
- Multiple Time Delay™ power up between phases





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Secure Console Access

Virtual Booth 1829 • Virtual Product 1895



The Equinox console manager, available in 8, 16, and 48-ports, provides secure in-band and out-of-band connections to console ports of servers and serially managed devices. Important features include: SSH v2/Telnet host, strong authentication, offline buffering, SUN break safe, and point and click access to serial consoles, KVM and power. Call for a 30-day evaluation.



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Sunrise, FL 33351
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Fax: (954) 746-9101
WEB: www.equinox.com
EMAIL: sales@equinox.com

Fiber Switch

Virtual Booth 4117 • Virtual Product 2090

Starting at **\$219**



Four auto-negotiating 10/100 ports & one 100Base-FX port with a choice of multi-mode, single-mode, ST, SC, MTRJ, LC or simplex connections. This small footprint layer 2 switch is priced lower than most media converters yet offers the benefit of the extra ports. Easy wall or DIN Rail mount a 12 VDC external power supply is included and it's backed by a 15-year warranty. Made in the USA.



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Fax: (510) 659-8296
WEB: www.ethercom.com
EMAIL: marketing@ethercom.com

Internet Caching Appliance

Virtual Booth 4145 • Virtual Product 2121



Avantis ContentCache™

ContentCache is a plug-and-play Internet caching appliance that is very easy to install and use.

This high performance proxy server is powered by Microsoft Internet Security and Acceleration (ISA) Server. It is a smart Web caching appliance that is installed on a network to speed up access to Web content.



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Ossining, NY 10562
Phone: (800) 431-1658
Fax: (914) 944-0717
WEB: www.kintronics.com
EMAIL: infohome@kintronics.com

Web Caching Appliance

Virtual Booth 4159 • Virtual Product 2142

Starting Price **\$1,995**



The **Procyon** Web Caching Appliance offers security, reliability, and flexibility by leveraging the power of Open Source Software. Combining a tightly integrated hardware platform with an easy-to-use GUI and proven software components, the Procyon is an affordable and powerful caching solution for ISPs, small business, enterprise and education environments.



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Toll Free: (866) 404-9205
WEB: www.swelltech.com

Cedar Park, TX 78613
Phone: (512) 506-9394
EMAIL: info@swelltech.com

Remote Data Acceleration

Virtual Booth 3691 • Virtual Product 1271



Global File Sharing

BlueArc's RDA cache servers allow remote offices to share data across the enterprise without any latency penalty, through asynchronous updating, rapid data streaming and storage caching over IP. Users at remote sites can access information stored at the data center at rates expected from a local file or database server.



225 Baypointe Parkway
Phone: (408) 576-6600
WEB: www.bluearc.com

San Jose, CA 95134
Fax: (408) 576-6601
EMAIL: sales@bluearc.com

WAN File Services Appliance

Virtual Booth 3911 • Virtual Product 1782



Tacit Networks' multi-protocol, multi-platform Wide Area File Services solution supercharges the WAN to provide:

- Real-Time, Read/Write Remote Office File Collaboration
- Storage and Server Consolidation
- Remote Office Data Protection

Tacit Networks leverages existing file storage, security & IT infrastructure to convert the WAN into a unified, global LAN.



4081G Hadley Road
South Plainfield, NJ 07080
Phone: (908) 757-9950
Fax: (908) 845-0370
WEB: www.tacitnetworks.com
EMAIL: info@tacitnetworks.com

WAP Gateway

Virtual Booth 4088 • Virtual Product 2051

The **WAP Gateway** acts as a bridge between the Internet world and the mobile world and offers services such as end-user authentication, encoding of WML pages, and WML script compiling. WAP uses the underlying Web structure to render more efficient communication between content providers and mobile devices. The wireless protocol employs Wireless Markup Language (WML) for application contents instead of Hypertext Markup Language (HTML).

An important feature of WAP is the support of telephony service integrated with microbrowsing of data. aveAccess WAP Gateway acts as a proxy between the wireless network and the Internet while encoding WAP data into byte code to conserve bandwidth.



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Somerset, NJ 08873
Phone: (732) 412-3000
Fax: (732) 412-2145
WEB: www.atinav.com
EMAIL: info@atinav.com

Performance Mgmt

Virtual Booth 4172 • Virtual Product 2178




The VIEO appliance manages performance of Microsoft Web and Citrix application infrastructures, unifying visibility and control in a single intuitive interface. In Web environments it measures application service levels in real time, diagnoses problems, and automates changes required for business certainty. For Citrix environments, it enables proactive problem diagnosis before users call the help desk and automatically provisions servers to meet business demands.



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Austin, TX 78759
Phone: (866) 999-VIEO (8436)
Fax: (512) 257-3101
WEB: www.vieo.com
EMAIL: sales@vieo.com


Redundant Internet Access

Virtual Booth 4204 • Virtual Product 2253



The PowerLink Pro100™ creates multi-homed networks without BGP to eliminate link congestion and bottlenecks for fault tolerant connectivity and continuous service availability. Key benefits include:

- Intelligent traffic management and load balancing across all links
- Automatic link failover including VPN and VoIP failsafe with traffic shaping to guarantee availability and performance



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Plymouth, MN 55447
Phone: (800) 669-6242
Fax: (763) 551-0664
WEB: www.astrcorp.com
EMAIL: salesinfo@astrocorp.com

DNS-To-IP Gateway

Virtual Booth 3892 • Virtual Product 1758



The XC-DPG602 is an authoritative DNS to IP gateway that resolves a domain name to its respective IP addresses. This new capability allows for outbound & *inbound loadbalancing* and failover for servers located behind the gateway

2 x 10/100 WAN Ports • 4-Port 10/100 Switch
5 yr. warranty • FREE Tech Support
FREE Firmware upgrades



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Hubbard, OR 97032
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Fax: (503) 982-1338
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EMAIL: sales@xincom.com

Link Control and Protection

Virtual Booth 3874 • Virtual Product 1711



LinkProof

Radware connectivity solutions enable uninterrupted and cost-effective communications from central headquarters to remote branch offices. Radware ensures full link availability, security and optimized utilization for all connections accelerating distributed application performance while cutting connectivity costs end-to-end.



575 Corporate Drive, Suite 205
Mahwah, NJ 07430
Phone: (201) 512-9771
Fax: (201) 512-9708
WEB: www.radware.com
EMAIL: info@radware.com

Intelligent Traffic Manager

Virtual Booth 3847 • Virtual Product 1640

Retail price
\$4,000



Internet Service Management Device
Entry Level Model ISMD-5M (up to 5Mbps)

ISMD is a comprehensive network traffic management system that features multi-homing load balancing, Application-layer traffic shaping, P2P traffic filtering and worm-scan detection and blocking. Your ROI guaranteed in less than one year.



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EMAIL: rni@rether.com

Traffic Monitoring Solution

Virtual Booth 4002 • Virtual Product 1948



Starting at \$5,000

Allot Communications' traffic management solutions ensure peak performance for high-priority business applications, throttle/block low-priority network traffic (such as P2P), optimize bandwidth utilization based on priorities and provide frontline protection against network aware viruses and DoS attacks. Allot offers a broad portfolio of award-winning LAN- and WAN-based traffic management solutions with inherent scalability and throughput from 2Mbps to 1Gbps.



7664 Golden Triangle Dr.
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Fax: (952) 944-3555
WEB: www.allot.com
EMAIL: info@allot.com

Cat5 100BaseT A/B Switch

Virtual Booth 4184 • Virtual Product 2213



Model 4421 100BaseT A/B Switch, with RJ45 A, B, and COMMON ports, provides Cat5 performance. Internal circuitry ensures isolation between the A and B devices/networks. Password-protected RS232 serial security enhanced Supervisory Remote Port is included. GUI software is available for computers running Windows 95/98/NT/Me/2000/XP. Provides quick network backup.



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EMAIL: sales@electrostandards.com

Managed Media Converter

Virtual Booth 3936 • Virtual Product 1825



- Managed/unmanaged standalone or chassis based mdls
- 100Mbps, 10/100Mbps, 10/100/1000Mbps on Ethernet
- Optical type/range: Multimode (850 nm)-2Km, 5Km. Single Mode (1310 nm/1550 nm)-25Km, 40Km, 60Km, 100Km
- User selectable straight or cross-over cabling
- User selectable half or full duplex operation
- Optional link-loss-fwding, self-diagnosis, remote loop back



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Phone: (909) 591-8891
Fax: (909) 591-6962
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EMAIL: sales@versatek.com

Serial Device Server

Virtual Booth 3795 • Virtual Product 1562



World's Leading LCM Display Serial Device Servers

The NPort 5400 Series provides a convenient and transparent way to connect serial devices to an Ethernet, with basic configuration all that's needed to network your existing serial devices.

- Easy-to-use LCM interface for IP address configuration
- Auto-detecting 10/100 Mbps Ethernet



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WEB: www.MoxaUSA.com

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Phone: (714) 528-6778
EMAIL: info@MoxaUSA.com

Wireless Device Server

Virtual Booth 2887 • Virtual Product 1865



WiBox

- Wirelessly connects remote devices to the network
- Allows network mobility for untethered communication
- Industry standard 802.11b wireless interface
- Transparent communications- no need to develop special software
- 2 DB9 DTE serial ports supporting RS-232, RS-422, RS-485 communication
- Compact size enables it to fit almost anywhere



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Phone: (800) 422-7055
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EMAIL: sales@lantronix.com

Bluetooth® Serial Adapter

Virtual Booth 4003 • Virtual Product 1949



\$275

Wavespeed™/S Bluetooth serial adapters offer a standalone solution for wireless RS-232 serial cable replacement. Two radio versions available for distances up to 10 meters or 100 meters. Instantly increase user mobility in mission-critical applications such as mobile computing, medical and retail/POS.



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EMAIL: info@digi.com

Serial Device Access Server

Virtual Booth 4152 • Virtual Product 2127



Starting at
\$799
List Price

- 10/100Mbps LAN connectivity
- Power Options: AC or 802.3af Power over Ethernet (PoE Injector included)
- Connect to RS232, RS422, and RS423 serial devices via TCP/IP and LAT
- Wide array of authentication features, multiple telnet sessions, and multi-protocol support


DigitalNetworks

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Phone: (877) 341-9594
WEB: www.digitalnetworks.net


Londonderry, NH 03053
Fax: (603) 216-0778
EMAIL: sales@digitalnetworks.net

MDU Access Concentrator

Virtual Booth 3936 • Virtual Product 1824



- Supports 8/24-Port ADSL II+ Multi-service line cards with built in splitters & 8-port DMT VDSL 4 band line cards with built-in splitters
- Supports 14-port 10/100Mbps Fast Ethernet line cards
- Supports 4-pair fiber optic media converters line cards
- Full system management line cards
- Optional redundant power supply

VERSATechnology, Inc.

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Phone: (909) 591-8891
Fax: (909) 591-6962
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EMAIL: sales@versatek.com

VDSL Secure Routing Switch

Virtual Booth 4163 • Virtual Product 2148

\$999.99
per unit



- LRE Technology enables 10Mbps data transfer over 1.2km
- VLAN and Flow Control
- Established network utilizing existing phone lines (RJ-11)
- Ability to configure the Switch remotely through Telnet
- Simple Network Management Protocol (SnMP) feature
- Rack Mountable
- \$65.00 per each CPE modem



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DMZ Management

Virtual Booth 3969 • Virtual Product 1885

Manage DMZ Devices with a Secure Solution

ZoneRanger is Tavve's new appliance for securely managing devices in your network DMZ. **ZoneRanger** is a unique and unparalleled solution for managing difficult to reach areas of your network such as DMZs and TZs, extranets, or overlapping IP subnet ranges. Integrating with your network management station, **ZoneRanger** leverages your existing software tools to monitor your devices and applications in the DMZ, proxy SNMP requests, and handle UDP traffic: SNMP traps, syslog events, NetFlow/IPFIX data and SFlow data. All this information is securely passed through a single firewall port via a 128-bit encrypted TCP connection. **ZoneRanger** is a viable, cost-effective, and secure solution to meet your DMZ management needs.



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Morrisville, NC 27560
Phone: (888) 950-2131
Fax: (919) 380-7147
WEB: www.tavve.com
EMAIL: sales@tavve.com

Network Management

Virtual Booth 4067 • Virtual Product 2025



Airemote delivers intelligence and control from your remote network. It provides a flexible, scalable means of managing and monitoring your remote locations. This temperature-hardened device gives you diverse I/O to connect to virtually any device, on-board scripting environment for data adaptation, integrated networking capabilities and secure, flexible WAN connectivity.

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IP Switching System

Virtual Booth 4219 • Virtual Product 2303



Coppercom CSX

The CopperCom CSX is an RUS listed, next generation switching system that provides Class 4, Class 5 and IP Services. With a complete set of features including residential CLASS and custom calling features, business group, CALEA, LNP and centrex, the CSX is the perfect solution for service expansion or legacy switch replacement.

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Enterprise Switches

Virtual Booth 3749 • Virtual Product 1486

Starting at
\$30,000



- Predictable performance through patented three CPU design delivers best-in-class resiliency and security
- Deliver non-blocking, line-rate forwarding with access control lists (ACLs) & QoS across all line cards
- Three flexible chassis-based systems to match your capacity and cost needs



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Milpitas, CA 95035
Fax: (408) 571-3550

Secure Remote Access

Virtual Booth 3723 • Virtual Product 1446



The **Secure Remote Access Appliance** is powered by Funk Software's Steel Belted Radius® software & provides secure remote and wireless access to corporate networks. The appliance supports all major network equipment providers (VPNs, firewalls, routers, access points) and two-factor authentication servers (like RSA's ACE/Server™).

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EMAIL: sales@networkengines.com


Identity-Driven Solution

Virtual Booth 3775 • Virtual Product 1539



Enabling the Identity-Driven Enterprise

- Improves visibility of interactions among users and assets
- Provides real-time, continuous regulatory compliance
- Places management and operations in a position of knowledge

TRUSTED NETWORK TECHNOLOGIES

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Identity-Driven Access

Virtual Booth 3813 • Virtual Product 1603

Starting at
\$9995



Caymas Systems enables organizations to control access, and control their business with the world's first Identity-Driven Access Gateways. Caymas solutions integrate third generation remote access, ultra secure extranets and wire speed internal access control, allowing enterprises, government agencies, and institutions to extend information assets to employees, customers, and partners.

CAYMAS SYSTEMS

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Phone: (707) 283-5000
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EMAIL: sales@caymas.com

Password Repository

Virtual Booth 3659 • Virtual Product 1221

Starting at
\$12,000



The **Password Auto Repository™**, with auto password generation and change capabilities, is the answer to securing your administrative passwords, saving time and money. This security operations tool gives administrators the ability to control, administer, and change passwords securely and efficiently, while logging a fully auditable trail. **For a Free Demo CD, please email us.**

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WEB: www.e-dmzsecurity.com
EMAIL: par-info@e-dmzsecurity.com

RADIUS Network Appliance

Virtual Booth 3933 • Virtual Product 1819



- Hardened appliance design for secure RADIUS/AAA delivery
- User administration via intuitive web GUI
- Quick installation and easy upgrades
- Interoperable out of the box with wide variety of devices and data stores
- Simplifies 802.1x for port authentication and wireless
- Helps secure firewalls and VPNs with role-based security

Infoblox

1313 Geneva Drive
Sunnyvale, CA 94089
Phone: (408) 716-4300
Fax: (408) 716-4400
WEB: www.infoblox.com
EMAIL: info@infoblox.com

HID Secure Access System
Virtual Booth 3796 • Virtual Product 1568



The HID Secure Access System allows organizations with existing HID Prox Card II badges to automatically control access to workstations and computer networks running the Windows 2000® or XP® operating systems. The HID Secure Access System secures your computers without relying on employees remembering to shutdown, lock-up, or apply username/password policies.



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Maryland Heights, MO 63043-2516
Phone: (314) 344-9997
Fax: (314) 344-8560
WEB: www.accessdeniedsystems.com
EMAIL: sigt@accessdeniedsystems.com

Bio Proximity Security
Virtual Booth 3796 • Virtual Product 1567



The Proximity Security System will completely secure your system. Each authorized user is assigned an RF badge, which is coded. When an authorized user is within the proximity of the computer, the user is allowed access to the system. When he or she leaves the specified proximity, the computer goes into sleep mode, a screen saver is displayed, and the keyboard is deactivated.



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EMAIL: sidf@accessdeniedsystems.com

Transaction Monitoring
Virtual Booth 3781 • Virtual Product 1544



Detect Fraud, Misuse and Errors

Oversight Technologies™ provides real-time monitoring of automated financial systems to detect, prevent and deter financial loss by identifying fraud, misuse and errors.

- Extend IT security to business transaction
- Monitor controls for Sarbanes-Oxley compliance
- Deliver a real security ROI



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EMAIL: info@oversighttech.com

Network Scanning Appliance
Virtual Booth 3898 • Virtual Product 1768



The **SAINTbox™** is the network vulnerability scanning appliance that provides an easy and affordable turnkey solution to evaluate your network's security and identify any existing security vulnerabilities. This product's superior features include plug and play standup, automatic updating, customizable scanning, 6 preconfigured reports, and session management features.



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Bethesda, MD 20814
Phone: (800) 596-2006
Fax: (301) 656-4806
WEB: www.saintcorporation.com
EMAIL: sales@saintcorporation.com

Vulnerability Management
Virtual Booth 4123 • Virtual Product 2095



nCircle is the leading provider of enterprise-class vulnerability management solutions. Global enterprises in the financial services, insurance, government, manufacturing and services industries rely on nCircle to protect their business-critical networks. nCircle's flagship product, the **IP360 Vulnerability Management System**, enables enterprises to find and eliminate vulnerabilities before they can be exploited.



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San Francisco, CA 94105
Phone: (888) 464-2900
Fax: (415) 625-5982
WEB: www.ncircle.com
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Outbreak Prevention
Virtual Booth 3682 • Virtual Product 1246



Deadly viruses & worms are now attacking at the transport level. Combat these evolving threats with Trend Micro™ Network VirusWall™, the first & only appliance designed to prevent outbreaks at the network layer. Detect, quarantine & eliminate threats as they occur. Assisted by our award-winning Enterprise Protection Strategy & security experts, you'll quickly contain viruses & worms & maintain productivity.



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EMAIL: info@trendmicro.com

Barracuda Spam Firewall
Virtual Booth 3715 • Virtual Product 1341



Reclaim Your Email

- Affordable enterprise-class spam & virus protection
- Support for 1,000 - 25,000 active email users
- Available in four models: Firewall 200, 300, 400, 600
- No per-user licensing fees
- 10 defense layers including fingerprinting, virus scanning and Bayesian analysis



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Fax: (408) 342-1061
WEB: www.barracudanetworks.com
EMAIL: sales@barracudanetworks.com

Antispam Appliance
Virtual Booth 3811 • Virtual Product 1594

Starts At
\$2,195



trimMail Inbox intercepts spam, viruses and other dangerous or objectionable content before it can gobble up your bandwidth or trash your email servers and end users. Includes Server/Domain/User-level quarantine and control of blacklists, whitelists and spam scores. Easy to set up and manage. Durable high-performance 24/7 with low power consumption. No additional licenses required.



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Bettendorf, IA 52722
Phone: (800) 432-8638
Fax: (563) 355-4055
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EMAIL: sales@trimmail.com

Antispam Appliance
Virtual Booth 3861 • Virtual Product 1678



The only solution to the spam problem. Period!

- Patented Sender Authentication stops 100% of spam
- No filters • No quarantine folders • No false positives
- Enterprise-class network appliance
- Support for 50-50,000+ active users
- Seamlessly integrates with ActiveDirectory/LDAP
- Virtually no maintenance required • Set it & Forget it



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Newport Beach, CA 92660
Phone: (949) 743-9510 ext.2
WEB: www.sendio.com
EMAIL: nospam@sendio.com

Application Firewall
Virtual Booth 3723 • Virtual Product 1411



The **NS6300** is an application firewall, VPN & Web cache solution powered by Microsoft® ISA Server 2004. The **NS6300** combines ease of use with exceptional security & performance. This compact and flexible solution delivers a comprehensive feature set to defend Microsoft assets like Exchange Server and IIS. NEWS™, the Network Web Server interface, automates all software update tasks.



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Phone: (877) 638-9323
Fax: (781) 770-2000
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EMAIL: sales@networkengines.com

Communication Appliance
Virtual Booth 452 • Virtual Product 2103

Model: NAR-5100



- 1U 800MHz Intel® Pentium® 4 communication appliance rack mount sever
- 2 front accessible 64-bit Gigabit Ethernet ports and 8 Fast Ethernet ports
- Embedded Cavium Crypto SSL / IPsec capable
- Applications: security accelerator, IPsec appliance, SSL appliance, Multi-segment management appliance



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EMAIL: info@mail.portwell.com

Internet Content Filtering
Virtual Booth 3918 • Virtual Product 1791



NetSpective WebFilter lets corporate managers prevent employees from accessing URLs that contain content the company finds objectionable.

- Supports all network environments
- Plug & Play simplicity
- HTTP, P2P, and IM blocking
- 50 URL categories



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Phone: (800) 535-3353
Fax: (760) 942-6489
WEB: www.nwtechusa.com
EMAIL: sales@nwtechusa.com

XML Security Gateway

Virtual Booth 3825 • Virtual Product 1619

List price
\$65,000



The **XS40 XML Security Gateway** is a 1U (1.75" thick) rack-mountable network device purpose built by some of the world's top XML experts to secure XML and Web Services transactions. The XS40 delivers the most comprehensive set of functions, including: XML Encryption, XML SOAP firewall filtering, XML digital signatures, XML schema validation, SSL and XML access control.

**DATAPOWER**

One Alewife Center
Phone: (617) 864-0455
WEB: www.datapower.com

Cambridge, MA 02140
Fax: (617) 864-0458
EMAIL: info@datapower.com

Sensitive Content Protection

Virtual Booth 3903 • Virtual Product 1773



Tablus Content Alarm is the industry's first comprehensive information security solution that protects confidential information—like source code, design specifications, trade secrets, financial information, personally identifiable information and protected health information—from disclosure at the desktop and across the network.
For more information, visit www.tablus.com.

**TABLUS**

155 Bovet Road, Suite 610
San Mateo, CA 94402
Phone: (650) 572-1515
Fax: (650) 573-5170
WEB: www.tablus.com
EMAIL: sales@tablus.com

Internal Network Security

Virtual Booth 3890 • Virtual Product 1753



Mi40 Inverted Firewall Appliance
Stop attacks that bypass your perimeter security. The Inverted Firewall is the first security appliance designed to stop rapidly propagating threats on internal networks. The self-contained appliance detects and automatically contains worms and other malicious traffic without the need to deploy agents, update signatures, or rearchitect your network.

**mirage**
networks

5001 Plaza on the Lake, Suite 101
Austin, TX 78746
Phone: (512) 874-7800
Fax: (512) 874-7806
WEB: www.miragenetworks.com
EMAIL: sales@miragenetworks.com

Proxy Appliance

Virtual Booth 3751 • Virtual Product 1517



The **ProxySG 800** provides total visibility and control over all Web communications. Based on a custom object-based OS, this leading proxy appliance delivers granular policy enforcement with wire speed performance for:

- Content Filtering
- Instant Messaging Control
- Bandwidth Management
- Web Virus Scanning
- P2P Control
- Web Proxy
- Content Security

**BlueCoat**

650 Almanor Ave.
Phone: (866) 30-BCOAT
WEB: www.bluecoat.com

Sunnyvale, CA 94085
Fax: (408) 220-2250
EMAIL: bcs.sales@bluecoat.com

Internet Filtering Appliance

Virtual Booth 4087 • Virtual Product 2050

As Low As
\$1,995
R3000 MSA appliance only



8e6 R3000

- Fast, scalable and easy to install
- Filters Web and blocks P2P and Instant Messaging
- Pass-by filtering and not a point-of-failure
- Customizable Profiles and Categories
- Remote and Multilevel Administration
- Offers 80 categories with automatic updates
- Extensive reporting using the 8e6 Enterprise Reporter

**8e6 Technologies**

828 West Taft Avenue
Orange, CA 92865
Phone: (714) 282-6111
Fax: (714) 282-6116
WEB: www.8e6.com
EMAIL: sales@8e6.com

Application Usage & Auditing

Virtual Booth 4173 • Virtual Product 2172



Can you trust your trusted users? With Covelight Percept™, an Enterprise can stop insider abuse and compliance violations, prevent exploitation by business partners, prevent masquerading hackers and phishers from compromising sensitive business data and company credibility. Limit risk and brand erosion by protecting mission-critical data at the source with Covelight Percept.

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6501 Weston Parkway, Suite 355
Toll Free: (888) 677-9680
WEB: www.covelight.com

Cary, NC 27513
Fax: (919) 677-9682
EMAIL: sales@covelight.com

Firewall / VPN Appliance

Virtual Booth 3636 • Virtual Product 1186



GB-1500
SME Corporate Firewall / VPN Appliance

- 4 Fully Configurable NICs
- Unrestricted Users
- Hardware VPN Acceleration
- Certified by ISCA to meet 4.0 Corporate Standards

**Global Technology Associates, Inc.**

3505 Lake Lynda Drive, Suite 109
Orlando, FL 32817
Phone: (407) 380-0220
Fax: (407) 380-6080
WEB: www.gta.com
EMAIL: info@gta.com

Firewall / VPN Appliance

Virtual Booth 3650 • Virtual Product 1205



KS1500 Firewall / VPN - 1.5Gbps throughput

- Up to 1.2 million simultaneous connections
- Single processor appliance
- Up to (18) 10/100 Ethernet ports
- First firewall appliance to earn Common Criteria EAL4
- Firewall/VPN Checkmark
- Designed to meet B1 level TCSEC/NCSC criteria

**CYBERGUARD**
WORLDWIDE

350 SW 12th Ave.
Phone: (954) 375-3500
WEB: www.cyberguard.com

Deerfield Beach, FL 33442
Fax: (954) 375-3501
EMAIL: sales@cyberguard.com

Clientless Quarantine


Virtual Booth 3584 • Virtual Product 2107

Self Defense for Networks Harden Your Assets

Pricing starts at
\$14,995

Defender™ blocks ports and problems, not people and productivity:

- World's first clientless quarantine system
- Drives firewall to control network access
- Quarantines vulnerabilities at port level
- Ranks vulnerabilities by severity
- Prioritizes and facilitates remediation

**PREDATORWATCH**

73 Princeton Street
Phone: (978) 251-0823
WEB: www.predatorwatch.com

North Chelmsford, MA 01863
Fax: (978) 251-2964
EMAIL: sales@predatorwatch.com

OEM Security Platform

Virtual Booth 3414 • Virtual Product 1245



- The FW100V is suitable for VPN, SSL/TLS, Firewalls, IDS, Load Balancers & all types of Network Applications
- An on-board low-power VIA Eden 400MHz CPU
- On-board 64MB of SDRAM
- Four 10/100Mbps Ethernet ports
- Also has RS-232 console ports, two USB ports and a CompactFlash socket

**AXIOMTEK**

18138 Rowland Street
Rowland Heights, CA 91748
Phone: (626) 581-3232
Fax: (626) 581-3552
WEB: www.axiomtek.com
EMAIL: sales@axiomtek.com

Zero-Day DDoS Protection

Virtual Booth 3851 • Virtual Product 1649



- Rate-based flood protection for networked systems
- Continuous Learning, Adaptive Threshold Estimation
- Full 10/100/1000 Line Rate ASICs
- Self-configuring installation
- Microfine Granularity™
- Source Tracking to identify culprits
- Full bidirectional control

**INTRUGUARD**
DEVICES

1287 Anvilwood Avenue
Sunnyvale, CA 94089
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Fax: (408) 400-4101
WEB: www.intruguarddevices.com
EMAIL: info@intruguarddevices.com

Security Solution

Virtual Booth 4102 • Virtual Product 2072

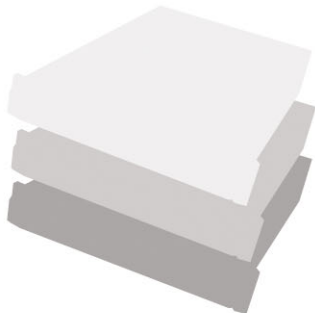
The **Mazu Enforcer** is designed to detect, characterize, and mitigate traffic-based network attacks with speed and precision. The Mazu Enforcer is a perimeter appliance that watches for network congestion that is caused by traffic-based threats, such as denial-of-service attacks. When the Mazu Enforcer detects an attack, it uses advanced heuristics to quickly identify the individual packets that are causing the problem. It can then filter out the attack traffic while minimizing the impact on legitimate traffic. The Enforcer also can dynamically adapt its filtering behavior as an attack progresses.

Special Features

- Regain and retain control during attacks
- Maintain full availability of network resources
- Customize and configure the deployment to meet the specific requirements of their environments

**Mazu**
NETWORKS

125 CambridgePark Drive, 4th Fl.
Cambridge, MA 02140
Phone: (617) 354-9292
Fax: (617) 354-9272
WEB: www.mazunetworks.com
EMAIL: sales@mazunetworks.com



Quad Opteron Chassis Solution



As the world-wide leader in server and storage chassis design and manufacturing, AIC is proud to announce its innovative chassis line (1U-8U) supporting Quad Opteron technology. For more info, please visit our website at www.aicipc.com



RMC1L2-T82
RMC1L2-QK8



RMC2G2-T82
RMC2G2-QK8



RMC2E2-T82 **NEW**
RMC4Q2-T82/ QK8



RMC5E2-T82 / QK8 **NEW**
RMC8E2-T82 / QK8 **NEW**



T82 model is compatible with Tyan's S4882 Quad Opteron Server board
QK8 model is compatible with Iwill's QK85 Quad Opteron Server board



Advanced Industrial Computer, Inc. (AIC)

California Branch
17970 E. Ajax Circle,
City of Industry, CA 91748
Tel: 626-581-4300
Fax: 626-581-4320
Email: info@aicipc.com
URL: <http://www.aicipc.com>

New Jersey Branch
11 Melanie Lan Unit #20
East Hanover, NJ 07936-1100
Tel: 973-884-8886
Fax: 973-884-4794
Email: info@aicipc.com
URL: <http://www.aicipc.com>

AIC Europe BV
Peppelkade 58,
3992AK, Houten, the Netherlands
Tel: 31-30-6386789
Fax: 31-30-6360638
Email: hc@aicipc.com
URL: www.aicipc.com

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Intrusion Prevention System

Virtual Booth 3716 • Virtual Product 1353



Starting From
\$6,500

- Interceptor - Stops Network Attacks in Real Time**
- Internal & External Protection from DoS, DDoS, Worms, Viruses, Syn Floods, Trojans, Scans and Access Control
 - Listed by Gartner as "Pure Play" in IPS
 - 6 Different Intrusion Detection Models
 - Integrated antivirus (Optional)
 - Config available supporting ADSL to Gigabit environment



5730 Glenridge Drive - Suite 10
Atlanta, GA 30328
Phone: (888) 872-7555
Fax: (770) 408-2035
WEB: www.reflexsecurity.com
EMAIL: info@reflexsecurity.com

Intrusion Prevention System

Virtual Booth 3640 • Virtual Product 1197



- UnityOne 2400 - Top Rated IPS - NSS Gold**
- Application Protection - Layer 2-7 protection for clients and servers against internal and external attacks
 - Infrastructure Protection - Protect routers, firewalls, etc. from cyberattacks
 - Performance Protection - Eliminate or throttle rogue apps to optimize network performance and bandwidth



7501-B N. Capital of Texas Hwy.
Austin, TX 78731
Phone: (888) 648-9663
Fax: (512) 681-8099
WEB: www.tippingpoint.com
EMAIL: info@tippingpoint.com

Intrusion Prevention System

Virtual Booth 3637 • Virtual Product 1189



- Intrusion SecureNet Intrusion Prevention & Detection**
- Safeguard your data center from unauthorized access
 - Stop malicious activity before it effects uptime
 - From 10Mbps up to Gigabit performance
 - Centrally managed for low TCO
 - Detects 3,000 attacks and anomalies
 - Available as hardware appliance or software application



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Richardson, TX 75081
Phone: (972) 234-6400
Phone: (888) 637-7770
WEB: www.intrusion.com
EMAIL: sales@intrusion.com

Network Security System

Virtual Booth 3849 • Virtual Product 1648



- MARS is a security management console combining network intelligence with security information to enable unrivaled speed & accuracy of incident identification & analysis
- Detect and mitigate attacks
 - Capacity of more than 1,000,000,000 events/day
 - Real-time reporting and forensics
 - Scalable centralized security logging



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Milpitas, CA 95035
Phone: (408) 262-5220
Fax: (408) 262-5280
WEB: www.protegonetworks.com
EMAIL: sales@protegonetworks.com

Network Security Appliance

Virtual Booth 4134 • Virtual Product 2108



- Stop Zero-Day Threats**
- CounterACT enterprise network security appliance is so accurate in detecting and stopping hackers and self-propagating threats that 100% of ForeScout's customers turn on automatic blocking. Its unique, patented detect and protect methodology automatically defends your network without using signatures or anomaly detection.
- Accurate • Automatic • Actionable



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Cupertino, CA 95014
Phone: (408) 213-3191
Fax: (408) 213-2283
WEB: www.forescout.com
EMAIL: sales@forescout.com

Intrusion Prevention

Virtual Booth 3872 • Virtual Product 1709



- Sentivist IPS Blocks Known & Unknown Malicious Attacks!**
- Powerful features stop network & application-level attacks, such as distributed DoS, back doors, hybrid threats such as MS Blaster, SQL Slammer, Nimda, Code Red & SQL injection, command tampering & polymorphic buffer overflows.
- Trusted.....Powerful.....Easy to USE**




5 Choke Cherry Road, Suite 200
Phone: (800) 234-4079
WEB: www.nfr.com

Rockville, MD 20850
Fax: (240) 632-0200
EMAIL: info@nfrsecurity.com


Antivirus Firewall

Virtual Booth 3709 • Virtual Product 1311



The FortiGate-800 Antivirus Firewall provides the performance, flexibility, and security necessary to protect today's most demanding large enterprise networks.

- Includes integrated firewall, content filtering, VPN, intrusion detection and prevention, and traffic shaping functions, making them the most cost effective, convenient, and powerful network protection solutions available.



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Phone: (866) 868-3678
WEB: www.fortinet.com

Sunnyvale, CA 94085
Fax: (408) 235-7737
EMAIL: sales@fortinet.com

Managed Security Server

Virtual Booth 3770 • Virtual Product 1536



Ribcage® Managed Security Server


The Ribcage® Managed Security System (MSS) Server provides Firewall, Secure Virtual Private Network (VPN), intrusion detection, and "on demand" system scanning. Combined with our 24 x 7 monitoring service, managed by our staff of cyber-Security experts, you can increase your security while lowering your operational costs.



701 Main Street
Stroudsburg, PA 18360
Phone: (570) 422-7900
Fax: (570) 422-7940
WEB: backbonesecurity.com
EMAIL: info@backbonesecurity.com

3Gbps Application Security

Virtual Booth 3874 • Virtual Product 1710



DefensePro

Radware DefensePro secures all networked applications and users against viruses, malicious intrusions and denial of service at 3Gbps for immediate protection against attacks.



575 Corporate Drive, Suite 205
Mahwah, NJ 07430
Phone: (201) 512-9771
Fax: (201) 512-9708
WEB: www.radware.com
EMAIL: info@radware.com

Security Appliance

Virtual Booth 3648 • Virtual Product 1203



High Availability Security Appliance based on IBM Blade Server

- Best-of-Breed Security applications with N+1 failover: Check Point FW/VPN; ISS RealSecure; Trend Micro VirusWall; Many more...
- Server blades up to two Xeon P4 2.8GHz & 8GB memory
- Up to 4 1000Mb redundant Ethernet switches



3209 Barkley Dr.
Fairfax, VA 22031
Phone: (703) 573-6961
Fax: (703) 935-7519
WEB: www.bladefusion.com
EMAIL: info@bladefusion.com

Secure Content Management

Virtual Booth 3957 • Virtual Product 1871



- Eliminate network abuse and misuse
- Optimize performance of business-critical applications
- Prioritize and reserve network bandwidth
- Comprehensive line of defense behind the firewall
- Secure wireless networks from attacks, unauthorized access
- Filtering & mirroring traffic in real-time to enable monitoring, auditing and archiving



3175 S. Winchester Boulevard
Campbell, CA 95008
Phone: (408) 874-4600
Fax: (408) 874-4644
WEB: www.proceranetworks.com
EMAIL: sales@proceranetworks.com

Encryption Appliance

Virtual Booth 3888 • Virtual Product 1751



SG1001 - Full Duplex Gigabit Network Encryption

- Extremely low latency
- AES and 3DES IPsec encryption
- Integrates into existing IP network
- Plug-and-play simplicity
- FIPS 140-2 Level 2 validation
- Network security without complexity



701 Corporate Center Drive
Raleigh, NC 27607
Phone: (919) 865-7330
Fax: (919) 233-9751
WEB: www.cipheroptics.com
EMAIL: info@cipheroptics.com

Encrypted Ethernet Tunnel

Virtual Booth 4176 • Virtual Product 2180



\$489

- Two Ethernet ports: 10BaseT, 10/100BaseT
- Two asynchronous serial RS232 ports
- Tunnels all Ethernet protocols, not just IP
- AES 128 bit encryption
- Remote PC appears to be on the local network
- AC and DC power supply options
- Supports both broadband and dial-up connections



2949 County Road 1000 E
Dewey, IL 61840
Phone: (800) 432-2638
Fax: (217) 897-1331
WEB: www.dcbnet.com
EMAIL: sales@dcbnet.com

Remote Access Appliance

Virtual Booth 3894 • Virtual Product 1760



Celestix RAS3000 Remote Access Appliance

Dedicated high-performance appliance devoted to remote access. The appliance is inexpensive, high-performance, remotely manageable, and reliable. It is standards based with a familiar browser-based interface that enables enterprises to easily install, configure, and maintain remote access VPNs. Supports PPTP, L2TP/IPsec and SSL VPN.



48001 Fremont Boulevard
Fremont, CA 94538
Phone: (510) 668-0700
Fax: (510) 668-0710
WEB: www.celestix.com
EMAIL: sales@us.celestix.com

e-Gap SSL VPN

Virtual Booth 3652 • Virtual Product 1207



e-Gap Remote Access has the most robust customization capabilities available from any SSL VPN vendor, making it the most appropriate solution for large enterprises. It can deliver applications like email, CRM & human resources, as well as network file shares, to locations such as a client sites, home offices, airport kiosks, even wireless devices -- anywhere employees can use a simple browser.



One Parker Plaza, 400 Kelby St.
Fort Lee, NJ 07024
Phone: (201) 947-9177
Fax: (201) 947-9188
WEB: whalecommunications.com
EMAIL: info@whale-com.com

SSL-Based Remote Access

Virtual Booth 3719 • Virtual Product 1399



From \$995

Call us to learn how you can become an enKoo Reseller!

- Access business critical Email, files and applications from a Web browser
- Seamlessly work from home or while traveling
- Gain full remote access from any PC or laptop
- Increase productivity from anywhere in the world



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Fremont, CA 94538
Phone: (510) 770-8509
Fax: (510) 770-0475
WEB: www.enkoo.com
EMAIL: sales@enkoo.com

VPN Appliances

Virtual Booth 4119 • Virtual Product 2092



The Aventail® EX family of Smart SSL VPN Appliances

- Clientless anywhere secure access to Web, client/server, and file shares
- Easy to administer, easy to use
- Unified policy management
- Industry-leading End Point Control
- Proven on an enterprise scale



808 Howell Street
Seattle, WA 98101
Phone: (206) 215-1111
Fax: (206) 215-1120
WEB: www.aventail.com
EMAIL: info@aventail.com

SSL VPN Solution

Virtual Booth 4113 • Virtual Product 2086

Starting Price \$5,000

AEP SureWare A-Gate

AEP SureWare A-Gate, a suite of SSL VPN appliances, provides a high functionality, low-cost SSL VPN solution for companies of all sizes that want to extend enterprise applications to employees, business partners and customers. All remote access users can have secure and authenticated access to internal applications and resources.



8601 Six Forks Road - Suite 400
Toll Free: (800) 383-7716
WEB: www.aepsystems.com

Raleigh, NC 27615
Phone: (919) 882-2040
EMAIL: info@aepsystems.com

Security Appliance Card

Virtual Booth 3646 • Virtual Product 1202



Protects Individual Servers

- Unique custom-designed card provides in-server security
- Operates in any server, on any operating system
- Has ZERO impact on server performance
- With Check Point VPN-1/FireWall-1 NG AI

Trademark of 14 South Networks



7100 W. Camino Real, Suite 300
Boca Raton, FL 33433
Phone: (866) 414-7688
Fax: (561) 862-5102
WEB: www.14south.com/proc.htm
EMAIL: sales@14south.com

QoS Access Router

Virtual Booth 3895 • Virtual Product 1762

\$895



Q2300 Ethernet QoS Access Router

- For Ethernet/DSL/cable services
- All-in-one device, combines an IP router, VPN, QoS, firewall and Ethernet switch
- Web GUI provides simple installation and graphical reports
- Prioritizes traffic for quality VoIP



20010 Northwest Tanasbourne
Phone: (800) 733-5511
WEB: www.kentrox.com/pro

Hillsboro, OR 97124
Fax: (503) 350-6897
EMAIL: info@kentrox.com

Wireless Cable/DSL Router

Virtual Booth 4044 • Virtual Product 1986



\$84.99



- AOSS™ support - with AOSS button
- 125* High Speed Mode™ Technology
- Optimized LAN/WAN routing
- WPA (TKIP, AES) security
- Built-in SPI firewall
- Privacy Separator
- WDS support (Bridge/Repeater Mode)
- External 2.4GHz antenna
- Wireless Output Power Setting
- Dynamic Packet Filtering
- Built-in DHCP server
- Built-in 10/100 4-port switch
- NAT support

Model: WHR3-G54



4030 W. Braker LN, STE 120
Austin, TX 78759
Phone: (800) 456-9799
Fax: (512) 794-8520
WEB: www.buffalotech.com
EMAIL: sales@buffalotech.com

Multiprotocol Router

Virtual Booth 3977 • Virtual Product 1898



Provides a unique platform for hosting multiprotocol routing services that increase SAN connectivity options and improve resource utilization. By integrating multiple services in a central platform, the SilkWorm helps provide a flexible foundation for implementing a utility computing infrastructure and efficient Information Lifecycle Management within a familiar Brocade SAN environment.



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San Jose, CA 95110
Phone: (408) 333-8000
Fax: (408) 487-8101
WEB: www.brocade.com
EMAIL: info@brocade.com

Disk Controller Module

Virtual Booth 3697 • Virtual Product 1279



- 8 independent 2Gbps (200 Mbps) fibre channels
- 2 high-speed microprocessors
- 5 high-speed internal buses
- RAID 0, 1, 0+1, 3, 5, JBOD
- Read-ahead, write-through, write-back caching configurable for each LUN, Cache Parameters configurable by LUN
- Pipelined read and write operations



2130 North Glassell Street
Orange, CA 92865
Phone: (866) 651-6036 Ext. 21
Fax: (714) 998-6366
WEB: www.caeneng.com
EMAIL: dennis@caeneng.com

2Gbps Fibre Channel Switch

Virtual Booth 3780 • Virtual Product 1541



Brocade SilkWorm 3900 Enterprise Fabric Switch

- Modular, 32-port configuration
- 2 Gbps
- Auto sensing switch
- Scalability, manageability and high availability at an affordable price



3101 Yorkmont Road, Suite 1200
Charlotte, NC 28208
Phone: (866) 463-3372
Fax: (704) 423-5742
WEB: www.sandirect.com
EMAIL: sales@sandirect.com

Expandable FC Switch

Virtual Booth 3780 • Virtual Product 1542



Sphereon™ 4500 Fabric Switch

The 24-port switch offers unprecedented connectivity on-demand with McDATA's exclusive FlexPort Technology. Minimize your initial SAN investment by **purchasing only the ports you need today, while having standby capacity for tomorrow**. Additional connectivity can be added quickly and non-disruptively.



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Phone: (866) 463-3372
Fax: (704) 423-5742
WEB: www.sandirect.com
EMAIL: sales@sandirect.com

FC Stackable Switch

Virtual Booth 4049 • Virtual Product 1991



SANbox® 5200 Fibre Channel Stackable Switch

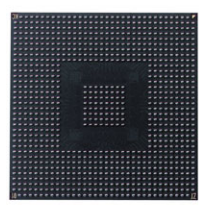
Get the scalability and performance of a chassis switch in an easy-to-manage, pay-as-you-grow solution. Sixteen 2Gb ports plus a four-pack of high-speed 10Gb ISL ports. Start with as few as 8 ports activated, then expand in 4-port software-keyed increments. Built-in config wizards, high interoperability and I/O StreamGuard for RSCN suppression help you build fabrics quickly and cost-effectively.



26650 Aliso Viejo Pkwy
Aliso Viejo, CA 92656
Phone: (800) 662-4471
Fax: (949) 389-6009
WEB: www.qlogic.com
EMAIL: sales@qlogic.com

Embedded Storage Switch

Virtual Booth 4142 • Virtual Product 2116



InSpeed™ SOC 422 Embedded Storage Switch


- 22-ports, 4, 2 or 1 Gb/s per port speeds
- Integrated Fibre Channel Controller
- Automatic Trunking
- Fairness & Prioritization eliminates "drive starvation"
- Advanced diagnostics, performance and monitoring
- Compatible with InSpeed Embedded Storage Switches



3333 Susan Street
Costa Mesa, CA 92626
Phone: (714) 662-5600
Fax: (714) 241-0792
WEB: www.emulex.com
EMAIL: info@emulex.com


InfiniBand Database Kit

Virtual Booth 3707 • Virtual Product 1299



Voltaire InfiniBand Database Kit enables IT managers to move their IBM DB2 or Oracle database applications from expensive high-end servers to low-cost commodity server clusters while maintaining superior application performance

- Voltaire ISR 6000 InfiniBand Switch Router
- Software
- 4X InfiniBand adapters & cables



6 Fortune Drive
Billerica, MA 01821
Phone: (800) 865-8247
Fax: (978) 439-5401
WEB: www.voltaire.com
EMAIL: info@voltaire.com

InfiniBand Switch Router

Virtual Booth 3707 • Virtual Product 1298



The **Voltaire ISR 9024** is a high-performance, low-latency, fully non-blocking InfiniBand switch that is ideal for high-performance computing clusters & distributed databases.


- 1U form factor with 24 4X (10Gbps) InfiniBand ports
- Available bandwidth of 480Gbps
- High availability design
- Reduces TCO for clusters



6 Fortune Drive
Billerica, MA 01821
Phone: (800) 865-8247
Fax: (978) 439-5401
WEB: www.voltaire.com
EMAIL: info@voltaire.com


InfiniBand Switch System

Virtual Booth 3735 • Virtual Product 1651



MTS2400 - 24-Port Modular InfiniBand Switch System

Industry-leading InfiniBand Switch systems are based on Mellanox InfiniScale & InfiniScale III switch silicon & offers support for both 10 & 30 Gbps ports in flexible configurations. Offers significant price performance advantages over Ethernet switches as well as other more expensive proprietary networks.



2900 Stender Way
Santa Clara, CA 95054
Phone: (408) 970-3400
Fax: (408) 970-3403
WEB: www.mellanox.com
EMAIL: info@mellanox.com

Infiniband Switch

Virtual Booth 3848 • Virtual Product 1641



Topspin 270

Provides the industry's only InfiniBand switch designed to maximize reliability, availability, and serviceability. With fully redundant, hot-pluggable components and hitless failover, the Topspin 270 provides a director-class 96-port 4x or 32-port 12X switch for building scalable, highly available clusters.


TOPSPIN

515 Ellis Street
Phone: (866) 867-7746
WEB: www.topspin.com


Mountain View, CA 94043
Fax: (650) 316-3272
EMAIL: info@topspin.com

Switched Computing

Virtual Booth 3848 • Virtual Product 1642



Topspin 360, the industry's first Switched Computing System, provides unprecedented levels of availability, scalability, and manageability for deploying server clusters and on-demand computing. Switch modules provide multiple terabits of internal bandwidth, and up to 12 expansion modules for Fibre Channel and Ethernet in a single enclosure, providing "pay-as-you grow" scalability.

TOPSPIN

515 Ellis Street
Phone: (866) 867-7746
WEB: www.topspin.com

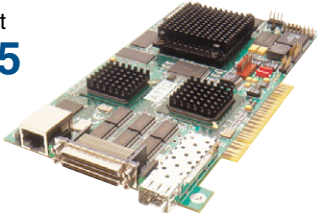
Mountain View, CA 94043
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EMAIL: info@topspin.com

FC-to-SCSI Bridge


Virtual Booth 3814 • Virtual Product 1659

Starting at

\$1,995



The ATTO FibreBridge™ line of 1- and 2-Gigabit Fibre Channel-to-SCSI Bridges allows you to attach existing SCSI storage devices to a Fibre Channel SAN. With four easily integrated form factors, customers can match a product to their price/performance needs, leverage current IT investments, simplify storage management and save money.


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iSCSI-To-SCSI Bridge

Virtual Booth 3814 • Virtual Product 1663



Starting at
\$1,075

ATTO iPBridge™ iSCSI-to-SCSI Bridge products allow users to attach a SCSI tape library SCSI disk array or magneto-optical (MO) storage systems to IP networks. This enables users to leverage their existing Ethernet network and increase storage utilization for a cost-effective networked storage solution. ATTO iPBridge products are available in three versatile form factors for ease of integration.

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Ultra320/HVD SCSI Cnvtr

Virtual Booth 3859 • Virtual Product 1674

As Low As

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- Convert Between All Versions of LVD/MSE/SE/HVD
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- Isolate HVD Segments of a SCSI bus
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- Targets & initiators located on both sides of expander
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ESCON® to Bus/Tag Converter

Virtual Booth 3827 • Virtual Product 1623

\$2,900

MSRP



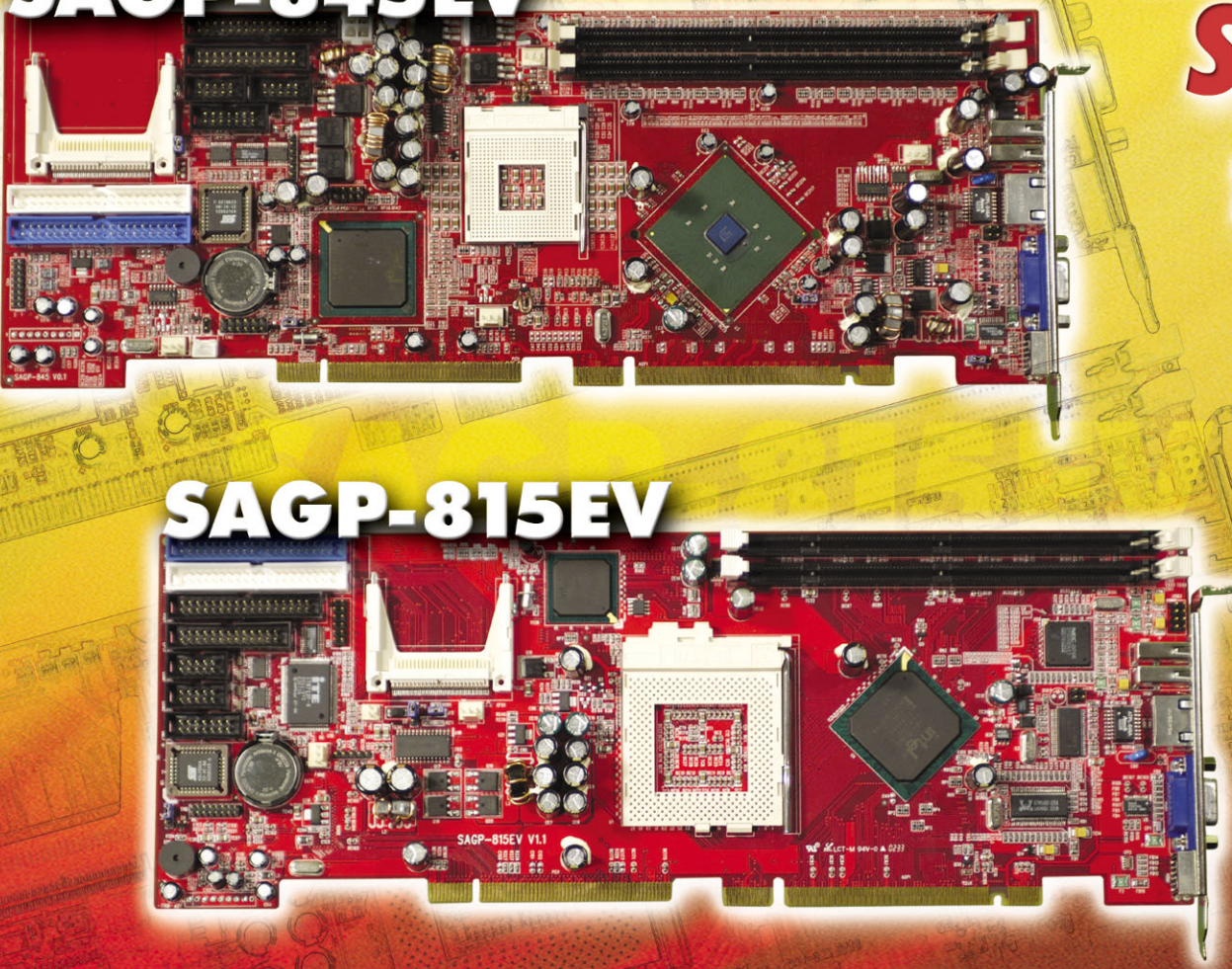
Optica Technologies 34600 FXBT Converter provides attachment of legacy bus/tag peripherals to an ESCON FX fiber optic channel directly or through an ESCON Director. The converter operates by converting the peripheral's electrical interface signals into light pulses for transmission to the fiber optic channel. Fully IBM 9034 compatible. *ESCON is a registered trademark of IBM Corporation.*

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SAN VPN Solution

Virtual Booth 4132 • Virtual Product 2106



NeoScale CryptoStor SAN VPN enables companies to securely run real-time storage applications (synchronous mirroring, SAN to SAN inter-connect) between sites in a Metropolitan Area Network. SAN VPN is the first appliance to provide wire-speed Fibre Channel link encryption and compression and order to secure SAN extension applications w/out any change to storage application or devices.



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Virtual Booth 3795 • Virtual Product 1564



EtherDevice™ Switch EDS-508 Series
Industrial 8-Port Managed Redundant Ethernet Switch

- -40 to 75 degrees C Temperature
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Virtual Booth 4040 • Virtual Product 1980

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Enterprise Ethernet Switch

Virtual Booth 1556 • Virtual Product 0032

\$999



Building a "next generation" network is easier with the IntraCore IC3624PWR - a 24-port 10/100 Power over Ethernet (PoE) L2+ switch. With advanced features and 802.3af PoE power management, the switch simplifies Voice over IP (VoIP) phones, cameras, and wireless access points.



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Secure Ethernet Switch

Virtual Booth 3789 • Virtual Product 1781

IC36240 **\$1749** IC36480 **\$3499**



Contains powerful authentication and CoS capabilities at industry-leading prices

The IntraCore 36000 Series of Layer 2 Gigabit Ethernet switches are designed to provide high-density 10/100/1000BaseT connections at the edge of the network in a space-saving 1 rack-unit form factor. Comes in 24-port (IntraCore 36240) and 48-port (IntraCore 36480) switches.



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Gigabit Managed Switch

Virtual Booth 4065 • Virtual Product 2022

\$299



HotBrick GigaBrick 2600 Layer 2 Managed Switch

The GigaBrick 2600 is the perfect solution to allow your network to achieve Gigabit speeds. With state-of-the-art technologies such as 2 Gigabit ports, VLAN, QoS, Port Mirroring, Flow Control and Web traffic management, the GigaBrick 2600 is the perfect investment for your future needs.



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GBIC Modules

Virtual Booth 3683 • Virtual Product 1250



Transition Networks' GBIC transceiver is a plug-in module and it is hot-swappable. It allows for seamless integration of fiber with copper LAN connections wherever GBIC interface slots are available.

- Laser Class 1 Product
- Compliant with 802.3z 1000BaseSX;1000Base LX
- Plug-and-Play module
- Hot-Swappable
- TTL Logic Interface




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Fax: (952) 941-2322
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EMAIL: sales@transition.com


LAN Bypass Function

Virtual Booth 164 • Virtual Product 2160

Retail Price **\$469**



- Fail-safe data transmission achieved by linking inbound & outbound network even when hardware or software fails
- 1GHz VIA Eden Low Power CPU
- Four 10/100Mbps Ethernet Ports
- 256MB Memory & Integrated VGA with 8MB Memory
- Mini PCI, USB, RS232, Watchdog Timer
- CF Socket, Optional 2.5" HDD Support




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Telephony Appliance

Virtual Booth 4038 • Virtual Product 1978



Ideal for medium to large enterprise locations the EdgeMarc 5300 includes 1 x 10/100/1000 Ethernet LAN interface and 1 x 10/100/1000 Ethernet WAN interface. It replaces multiple standalone systems by integrating a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.



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Phone: (408) 351-7200
WEB: www.edgewaternetworks.com

Santa Clara, CA 95051
Fax: (408) 727-6430
EMAIL: Sales@edgewaternetworks.com

Telephony Appliance

Virtual Booth 4038 • Virtual Product 1977



Ideal for small to medium enterprise locations the 4300T includes a T1 CSU/DSU WAN interface, 4 x 10/100 Mbps LAN interfaces and a crypto co-processor for VPN applications. It replaces multiple systems by integrating IP routing, a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.



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Fax: (408) 727-6430
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Voice/Fax Over IP Gateways

Virtual Booth 29 • Virtual Product 1761



Multi-Tech MultiVOIP gateways provide toll-free voice and fax communications over the Internet or Intranet. The MultiVOIP family of analog and digital models ranging from one to 60 ports, connect directly to phones, fax machines, key systems, PSTN lines or a PBX to provide real-time, toll-quality voice connections to any office on a VOIP network. MultiVOIP is designed to help maximize investments in the existing data and voice network infrastructure.



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VoIP Router

Virtual Booth 3339 • Virtual Product 2241



The Z-Connect router combines a voice gateway and network router in a single device. Simply plug in your analog telephone for instant VoIP capability and connect up to four computers for secure, shared Internet access. Includes up to 150 minutes of ready-to-use, free call time. When you plug in your analog phone, you can begin immediately making local, long-distance and international calls for free.



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Four-Channel VoIP Gateway

Virtual Booth 3987 • Virtual Product 1920




EVoIP-4010 is a four-channel VoIP gateway in a rack-mountable enclosure. Once installed, the EVoIP-4010 provides IP trunking to remote offices or local and long-distance communications via VoIP. It includes new features such as an integrated hub for easier integration and connection to IT and phone networks and support for 110V and 220V systems in a single unit.




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VoIP Management Tools

Virtual Booth 3980 • Virtual Product 1994



Without Qovia on your VoIP network, you're driving blind. VoIP Networks Don't Run Themselves. That's why you need the VoIP Management Tools from Qovia.




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EMAIL: sales@qovia.com

VoIP Systems

Virtual Booth 3787 • Virtual Product 1553



The Cisco family of IP and wireless IP phones provides a complete range of communications devices designed to take full advantage of the power of your data network, while providing the convenience and ease-of-use you've come to expect from your business phone. From the home office to the manufacturing floor, from the lobby to the executive suite, there is a Cisco IP phone for you.



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Turnkey VoIP Solution

Virtual Booth 3970 • Virtual Product 1886

Multiservice Networks

The convergence of voice, video and data is here today. **GTP Voice™** is a complete, turnkey Cisco-based IP Telephony and Call Center solution for small and medium-sized businesses. GTP plans, designs and implements complete IP Telephony / Call Center solutions & converged voice/data networks with products & technology from Cisco Systems. **Our solutions feature:**

- Desktop and wireless LAN IP phones
- Centralized, server-based call processing with Cisco Call Manager
- Integrated voice & email messaging using Cisco Unity
- Gateways to public telephone networks & legacy PBXs
- Automated call distribution & interactive voice response for call centers based on Cisco IPCC Express



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VoIP Solutions

Virtual Booth 3959 • Virtual Product 1874



Let ALC Services take the mystery out of Voice Over IP (Internet Telephony) and show you how the awarding winning 3Com NBX can deliver a significant cost savings by converging Voice and IP services onto a single unified platform, thus reducing your cost of ownership by eliminating dual IT support costs.



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VoIP/PSTN Phone System

Virtual Booth 4051 • Virtual Product 1996



\$1,793

TalkSwitch, Centrepont Technologies' hybrid phone system, combines traditional and VoIP telephony for offices with 1 to 32 users per location at breakthrough prices. With rich features including auto attendants, voicemail, remote extensions and much more, TalkSwitch improves image, reduces communication costs and keeps you connected everywhere. It's the easiest system to install, configure and use.



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VoIP Across NAT Firewalls

Virtual Booth 3722 • Virtual Product 1400

Starting at
\$12,000



PeerPoint transparently traverses NAT firewalls with no additional customer premise equipment required and no replacement of the existing security infrastructure.

- Reach Subscribers behind firewalls
- Serve VoIP through existing firewalls
- Resolve Compatibility issues
- Intrusion Prevention and Session Control



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OEM VoIP Appliance

Virtual Booth 1351 • Virtual Product 1763



MSRP \$399

Acrosser AR-M9919 with WinCE.net

- Embedded solution w/ TUI, VAIL, complete network stack
- Low power and fanless 300MHz processor
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Switched Video

Virtual Booth 4081 • Virtual Product 2043




Broadband Multimedia-Service Router (BMR) is an intelligent, highly versatile routing and switching platform that delivers broadcast or on-demand video services with reliability, scalability and efficient resource utilization. The BMR features BigBand's NativeMedia Operating System, which enables operators to rapidly add a wide range of digital media services without overhauling existing architectures.



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Broadband Wireless Access

Virtual Booth 4079 • Virtual Product 2041



- 5.8GHz frequency band & data rates up to 72 Mbps
- Highest power OFDM radio for NLOS operation
- 400mW output radio extends 5.8GHz ranges to unprecedented distances
- Digital baseband, radio & antenna combined into a single, weatherized outdoor system with PoE support
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Last Mile Connectivity

Virtual Booth 3942 • Virtual Product 1835



The FlightStrata Family is for enterprise customers in need of longer distance connectivity & Gigabit Ethernet speeds

- Data Speeds: up to 1.25 Gbps - from T1/E1 to Gigabit
- Max. distance: up to 4 km (2.5 Miles)
- Multi-Beam Array Tracking along with Automatic Power Control delivers active performance to address changing atmospheric conditions and mount/building movement

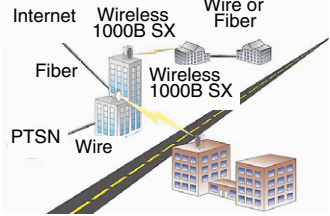


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Turnkey Wireless Solution

Virtual Booth 3962 • Virtual Product 1878



Ideal Alternative to Multiple T1s or Fiber-Optic

- 6 to 9 months ROI
- 99.99% reliability - Unaffected by weather
- Typically installed within 2 weeks in the USA
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- Distances up to 40 miles - Bandwidth up to 1000Mbps



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IP Digital Radio Link

Virtual Booth 3838 • Virtual Product 1635



Velox LE IP
License-exempt carrier class IP backhaul solution, ideal for VoIP and low-latency applications.

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Embedded Wireless

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The **EM2420 radio solution** is the ideal, best in class communications product for a wide array of low-cost, power-efficient, low data rate applications. It comprises multiple microcontroller interface, reference designs and the ground breaking **EmberNet embedded networking software**. It is designed to comply with the IEEE 802.15.4 short-range wireless standard and easy over-the-air upgrade.



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WLAN Access Point

Virtual Booth 3761 • Virtual Product 1525



BeaconPoint™ dual band-access points provide radio frequency^{RF} coverage anywhere that wireless service is required on the BeaconWorks™ wireless network. BeaconPoint's plug-&-play technology greatly simplifies the installation process, simply plug it into the network and it automatically discovers the appropriate BeaconMasters wireless router and is automatically added to the network.



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Wireless Networking System

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Access/One Network by Strix Systems

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Secure 802.11b/802.11g AP

Virtual Booth 3709 • Virtual Product 1312



- Integrated 802.11b & 802.11g WLAN access point
- Integrated antivirus, firewall, VPN, content filtering & intrusion detection & prevention services to both wireless & wired connections
- Ideal solution for small businesses, enterprise remote offices, retail stores and broadband telecommuter sites



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Wireless Router

Virtual Booth 2909 • Virtual Product 1273



ZFS1104WE - Wireless 802.11 Router w/ built-in access point and integrated four-port 10/100Mbps switch
Excellent range, Fully backward compatible, Interoperability, Flexibility...more!
802.11b&g/128-bit Encryption/Firewall/NAT/ Web-based Management



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Wireless Solution

Virtual Booth 4026 • Virtual Product 2161



Wireless-G 120GB Server
\$599


eGig's powerful line of Wireless-G products offer speeds 5 times faster than traditional 11b wireless and improved range. Now you can play video, copy files, print, and access the Internet with complete mobility and no wires. They even work with standard 802.11g (up to 54Mbps) and 802.11b (up to 11Mbps) wireless products. For complete networking solutions, contact eGig today.




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WLAN Router

Virtual Booth 3761 • Virtual Product 1526



BeaconMaster™ WLAN Router
BeaconMaster controllers are high-performance platforms that provide centralized intelligence for the Chantry WLAN solution. Each BeaconMaster is a full-functioning router that aggregates all access points-BeaconPoints as well as third-party access points-into what appears as individual, centrally managed IP subnets to the rest of the network.



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WLAN Switching System

Virtual Booth 3712

Starting At
\$3,000



Aruba 5000 - Modular Corporate Campus Wi-Fi Switch
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- Complete Multi-Layered Security
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- Advanced RF Management
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Wireless Outdoor Bridge

Virtual Booth 4048 • Virtual Product 1990

The EasyBRIDGE 11 seamlessly connects LANs across multiple buildings thereby eliminating expensive recurring leased line fees. The result is a carrier quality connection that pays for itself in less than a year, or even sooner with replacing multiple leased lines. Featuring low cost cabling, easy installation, rapid scalability, and seamless integration into existing Ethernet networks, the EasyBRIDGE 11 enables immediate deployment while ensuring maximum cost efficiency. Using Direct Sequence Spread Spectrum technology in the 2.4GHz license-free band, the EasyBRIDGE 11 is ideally suited for superior building-to-building connectivity in co-located fixed LAN environments.



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Outdoor Mesh Router

Virtual Booth 3982 • Virtual Product 1907



- Wireless mesh network creates a wireless backhaul eliminating the need for trenching & cable pulling
- Robust self-forming, self-healing mesh technology provides redundant links & overcomes line-of-sight issues
- 200mW radio covers distances up to two miles
- Dual Ethernet ports for connecting any outdoor access point or IP surveillance camera



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Wireless LAN Analyzer

Virtual Booth 3836 • Virtual Product 2223




BumbleBee™ Precision Calibrated Spectrum Analyzer
BumbleBee™ measures four distinct wireless bands: 900 MHz, 2.4 to 2.5 GHz, 5.1 to 5.5 GHz & 5.5 to 5.9 GHz. BumbleBee™ includes advanced spectrum analysis features and allows for on-the-fly switching of bands for realtime spectral analysis of interference including RFID, VoIP, 802.11(b,a,g & Bluetooth) and cordless phones/video.



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Stabilize your storage management process and maximize efficiency for increased business flexibility, agility, and responsiveness. Choose the solution that assesses the total storage infrastructure from a business view to help you achieve dramatic reductions in capital and administrative costs - **The CreekPath Suite**.

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Proxy appliances that provide visibility and control of all Web communications

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Bandwidth Management • Web Virus Scanning • P2P Control • Content Security

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Wireless LAN Security

Virtual Booth 3663 • Virtual Product 1224

Starts At
\$4,205



BorderGuard - More Secure Than Wired Networks
An easy-to-use platform for all WLAN, wireless VPN and traditional remote access needs.

- Includes BorderGuard™ VPN appliance, secure network roaming Client, and Tunnel-Lock™ endpoint security
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Wireless Security Gateway

Virtual Booth 3786 • Virtual Product 1551



The AF7500 sets the enterprise standard for high performance, secure, manageable and reliable wireless LANs. The AF7500 centrally connects and manages numerous access points in one or more compact rack mount units. All critical security operations - encryption, authentication, data integrity checking, key exchange and data compression are optimized to minimize hands-on management.

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WLAN Security Appliance

Virtual Booth 3841 • Virtual Product 1636



AirDefense, an enterprise-class solution based on a secure appliance & distributed remote sensors, has pioneered the concept of 24x7 monitoring of the airwaves. It provides the most advanced solutions for **rogue WLAN detection, policy enforcement, intrusion protection & WLAN monitoring**. Blue chip companies & government agencies rely upon AirDefense to secure and monitor WLANs around the globe.

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WEB: www.airdefense.net
EMAIL: info@airdefense.net

WLAN Security System

Virtual Booth 3690 • Virtual Product 1254



AirMagnet Enterprise 5.0 brings bullet-proof security & performance to your wireless enterprise with 24x7 control over all WLANs in all locations. Industry-leading security includes complete **Rogue Management**, wireless **Intrusion Detection**, continuous Vulnerability Assessment and **Policy Monitoring**. To start your FREE evaluation, visit www.airmagnet.com/processor to register.

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WLAN Intrusion Protection

Virtual Booth 4131 • Virtual Product 2105



Wireless Gateways starting at
\$2250
Wireless Sensors starting at
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Bluesocket's award-winning open systems Wireless Gateways and Intrusion Protection Systems secure and manage WLANs for hundreds of enterprises worldwide.

- QoS and Bandwidth
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- Policy enforcement based on Role, Services, VLANs, Time
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PCI Expansion System

Virtual Booth 3744 • Virtual Product 1454



The XP-SB Expansion System features PCI 2.2-compliant, 64-bit/66MHz slots and is compatible with cPCI, PCI, and VME host systems. It consists of a PCI or optional PMC host card and a 1U rackmount chassis housing two or three PCI slots. The XP-SB is ideal for industries that require maximum performance and continuous operation, such as telecom, military/defense, and industrial computing.

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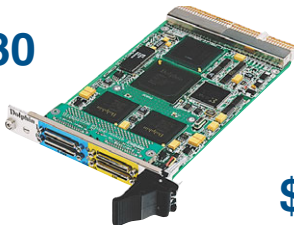
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PCI-SCI Adapter Card

Virtual Booth 4025 • Virtual Product 1964

D341


\$1,380



D342

\$1,780

The **Dolphin D341/D342 CompactPCI-SCI** Adapter Cards are general purpose interfaces for connecting cPCI-based systems through SCI (Scalable Coherent Interface) links, and provide a transparent memory-mapped link. The adapters are used in applications such as computer clusters, reflective memory, system area networks, networking, I/O, fat pipes and for bus bridging.



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OEM 2-4U Rack Mount Cases

Virtual Booth 3615 • Virtual Product 1647



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Harsh Environment PC Case

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Starting at

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- 350w EPS 12V power supply by SPI
- 6x high performance fans
- 1 PCI expansion slots, 64 bits or 32 bits



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Server Cooling Solutions

Virtual Booth 3810 • Virtual Product 1720



Cooljag CJCE2QC
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- Fin pitch: 1.3(mm)
- Fin thickness: 0.38(mm)




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Liquid Cooling System

Virtual Booth 3871 • Virtual Product 1708



Rittal's Power System Rack incorporates high-performance liquid cooling for CPUs, power packs and disk drives. This innovative design lowers the temperature directly by conductively cooling components at the site where heat is generated. The liquid cooling units are linked to an external, central cooling unit (chiller), which also controls the inlet temperature. A drip-free, quick-release coupling ensures an extremely high level of operational reliability.




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USB-To-802.11b Adapter

Virtual Booth 3860 • Virtual Product 1675



The Wavespeed™/LAN USB-to-802.11b wireless LAN adapter offers an easy way to add a PC, laptop or thin client to the network. It combines the ease and reliability of Plug and Play USB connectivity with the flexibility of wireless networking. Wavespeed/LAN is fully powered by the USB bus and is compatible with the full range of Windows® OS, including Windows NT® and Windows CE.



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Cordless Desktop

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Intuos®3 Professional Pen Tablets - First with built-in ExpressKeys™ and zoom/scroll touch strips. Other Key Features Include:

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Interactive Pen Displays

Virtual Booth 4125 • Virtual Product 2101




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AMD Motherboards

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Virtual Booth 3988 • Virtual Product 1923



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Low Power Mini-ITX

Virtual Booth 164 • Virtual Product 2135

Retail Price

\$554



- Small footprint
- Transmeta™ Efficeon™ TM8600, 1GHz+
- ATI M7 3D Graphics with 16MB Memory
- 10/100 BaseT / Gigabit Ethernet
- 4 COM ports, 4 USB 2.0, Watchdog Timer
- PCI Expansion Slot, Hardware Monitoring
- AC97 Audio



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ITX Board w/VIA EDEN CPU

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- VIA CLE266(VT8237) chipset with Eden 1.0GHz CPU
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PSU Manufacturer for Rack Mount, Server & Desktop OEM Welcome

- Model: TOP-620RML
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Redundant Power Supply

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- 460/550 watts total power
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2U True Redundant PS

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- I-Star 2U Size Redundant Power Supply
- I-Star Hot-Swappable modules with ZERO downtime
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- ATX output, remote ON/OFF, PG/PF Signal
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Remote Server Management

Virtual Booth 3643 • Virtual Product 1199

MegaRAC™ G2



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Gigabit AntiVirus/AntiSpam

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C-Series PCI Content Security Accelerator

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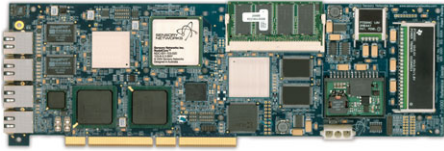
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Gigabit Intrusion Detection

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I-Series PCI IDS/IPS Accelerator

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SSL/TLS Security Solution

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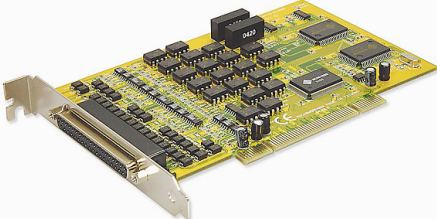
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RAID Controller

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The Ultimate RAID Solution - ACS-8990 RAID Controller

RAID controller that utilizes SCSI host performance & leverage with the cost effectiveness of SATA & PATA IDE drives.

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SATA RAID Adapter

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4-Port Enhanced Serial ATA 1.5G RAID 0/1/10

Solution for workstations and entry-level servers requiring data protection (RAID 1/10) or performance (RAID 0) • Supports Native Command Queuing and Tagged Command Queuing for better performance • Combine with SuperSwap 1100 or SuperSwap 4100 for an advanced internal storage system • Disk Activity LED Headers



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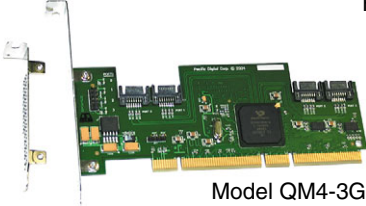
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Serial ATA II HBA


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For less than
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SATA Card Family

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2, 4, 8, 16-port Advanced SATA RAID
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1 & 2-channel advanced PCI-X 2130SLP/2230SLP

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FC Storage Adapters

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Fibre Channel HBAs

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4 Gb/s Fibre Channel HBAs

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The Emulex LightPulse™ LP11000 HBA Family:

- Full bandwidth support at 4Gb/s Fibre Channel speed
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- Firmware-upgradeable architecture
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- Single/dual channel PCI-X 2.0 to 4Gb Fibre Channel model



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iSCSI Accelerator

Virtual Booth 3978 • Virtual Product 1899



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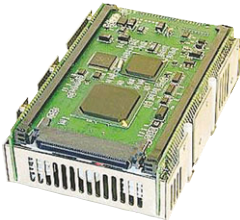


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Bar Code Scanner

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Data Collection

Virtual Booth 216 • Virtual Product 1584



Symbol PDT 6846

Features & Benefits

- 46-Key Alphanumeric
- DOS-based Architecture
- Forward Scanning
- Ergonomics-comfortable

Ryzex sells, services, rents, buys and repairs all major brands of barcode data collection equipment.



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Palm Pilot With Scanner

Virtual Booth 4190 • Virtual Product 2212



Starting at
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Data Collection Computer

Virtual Booth 3869 • Virtual Product 1704



The LINX VIII is a powerful data collection alternative for those situations when the familiar look and feel of the MS Windows interface and management tools are desired. Running Microsoft's next generation embedded operating system, CE.NET, the LINX VIII allows you to use your existing Microsoft desktop development skills with off-the-shelf Visual Studio .NET to create managed code solutions.



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Remote Server Management

Virtual Booth 22 • Virtual Product 1233



UltraMatrix™ Remote

- Connects 1,000 computers to multiple user station over IP
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- Advanced visual interface (AVI). Easy to expand.
- No need to power down servers to install
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IP KVM

Virtual Booth 2888 • Virtual Product 988



\$6,500

Kaveman 16 - remote server management unit

- Up to 6 simultaneous, independent users
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- No software installation or additional hardware required
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Single-User KVM Switch

Virtual Booth 22 • Virtual Product 1237



UltraConsole™

- Connects up to 1,000 computers to a KVM station
- Compatible with Windows, Linux, Solaris & other OSes
- Connects to PS/2, Sun, USB, or serial devices
- Security features prevent unauthorized access
- Full emulation of keyboard and mouse functions for automatic, simultaneous booting. Easy to expand.



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KVM Command Center

Virtual Booth 3710 • Virtual Product 1327



Model: B020-016

Control an entire network in just 1U rack space-includes keyboard, 15" LCD screen, touchpad and 16-port switching capability

- Tilt-up console, easy-slide drawer
- Two-level password security
- Daisy-chainable with additional KVM switches (model # B022-016) to control up to 512 servers
- Flash upgradeable



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Phone: (773) 869-1234
Fax: (773) 869-1329
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1U/2U LCD Monitor/KB/MS

Virtual Booth 1014 • Virtual Product 231



LKM-115/117


- 1U/2U rack mount LCD/Keyboard/Trackball
- 15" or 17" TFT Color LCD
- Trackball or Touchpad
- 6U/8U Panel Mount Available
- Optional KVM Switch Functions



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Rack Mounted KVM Drawer

Virtual Booth 22 • Virtual Product 1241



RackView™

- 15", 17", or 19" LCD Panels
- Built-in single or multiple user KVM switch options
- Supports AT/XT, PS/2 and Unix computers
- Front Panel conceals unit when it is not in use
- Keyboard available in international variations
- LCD flat panel and kybrd/trackball can be sold separately



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NEW 2005 MODELS

IPC CHASSIS MANUFACTURER



ORCA 22

MODEL: GHI-581

DRIVES: 5.25" BAY, SLIM FDD,
22 x SWAPPABLE TRAYS

INTERFACE: PATA, SATA,
SCSI 320 OR MULT-LANE INFINIBAND

DIMENSION: 19"W x 8.7"H x 25.6"D
(483W x 222H x 650D)MM

MB SIZE: EATX (12"x13")

SPECIAL FEATURE: 5.25" DRIVE BAY



ORCA 24R

MODEL: GHI-583

DRIVES: SLIM CDROM, SLIM FDD,
24 x SWAPPABLE TRAYS

INTERFACE: PATA, SATA,
SCSI 320, OR MULT-LANE INFINIBAND

DIMENSION: 19"W x 8.7"H x 25.6"D
(483W x 222H x 650D)MM

MB SIZE: EATX (13"x16")

SPECIAL FEATURE: QUAD PROCESSOR READY



ORCA 36R

GHI-690

6U 36x DRIVE
STORAGE SERVER

36x HOTSWAP DRIVE TRAYS
MB SIZE: QUAD READY EATX (13"x16")
POWER: SUPPORTS UPTO 1350W
INTERFACE: SATA,
SCSI320 OR MULTILANE INFINIBAND



ORCA 12R

MODEL: GHI-290

DRIVES: 12x HOTSWAP TRAYS

INTERFACE: SATA, SCSI 320 OR
MULT-LANE INFINIBAND

DIMENSION: 19"W x 3.5"H x 25.6"D (483W x 88H x 650D)MM

MB SIZE: EATX (12" x 13")

SPECIAL FEATURE: 12x HOTSWAP DRIVES IN A 2U



"Spinner"

MODEL: GHI-160

DRIVES: SLIM CDROM, 8x HOTSWAP TRAYS
1x 2.5" INTERNAL HDD

INTERFACE: SCSI 320

DIMENSION: 19"W x 1.7"H x 25.6"D (483W x 44H x 650D)MM

MB SIZE: EATX (12"x13")

SPECIAL FEATURE: 8x 2.5" SEAGATE SAVVIO DRIVES IN A 1U



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Rackmount TFT/LCD Drawer

Virtual Booth 4216 • Virtual Product 2302



Superb Quality • Unparalleled Versatility
More choices than you ever dreamed of!

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- With or without 4, 8 or 16 port KVM
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Rack Mount KVM Switch

Virtual Booth 2945 • Virtual Product 1191



Rack mount LCD/KB/MS KVM Switch

- 1U/2U rack mount TFT LCD monitor keyboard drawer
- 15"/17"/19" TFT color LCD rack mount monitor
- Touchpad mouse or trackball mouse
- 4 / 8 / 16-port KVM switch available
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Rack Mount Keyboards

Virtual Booth 400 • Virtual Product 1443



OFFERING A WIDE SELECTION OF FEATURES

- Keyboards with touchpads, trackballs and standard mice.
- Many options available (PS/2, USB, locks, retainers, etc.).
- Large storage space behind keyboard (1U models).
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- USA manufacturer of a variety of rack mount products.



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Universal DVI Converter

Virtual Booth 3999 • Virtual Product 1944



DVI, VGA, S-Video, Video image signal to DVI signal

- Input : 1 VGA , 1DVI, 1S-VIDEO, 1VIDEO
- Output : 1 DVI
- Compatible with DVI standard
- Power Supply : DC +12V, Power Consumption: 9W max
- OSD control for various Input Signal
- Supports SXGA, XGA, VGA



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Long-Life Battery

Virtual Booth 4107 • Virtual Product 2077



Power Pad 80 starts at **\$249** USD

Power Pad 160 starts at **\$449** USD

POWERPAD 160

Don't let your need for power keep you grounded - the PowerPad lets you take your work everywhere you need to go, without slowing you down. Leave power cords and electrical outlets behind & stay ahead of the competition. Lightweight and ultra thin, the PowerPad slides into your laptop's carrying case. Plug it in & you're 80% charged in 4 hours. Forget plugs for the rest of the day and night.



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Portable Battery Solution

Virtual Booth 4171 • Virtual Product 2170



The N-Charge™ Power System II is a Saphion® based universal, portable battery designed to power a vast array of mobile electronic devices. With up to 5-10 hours of additional notebook run-time for over 2000 different notebook models and the flexibility to support your cell phone, digital camera, MP3 player and more, the N-Charge™ system is the only power solution you'll ever need!



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Rugged Wireless Handheld

Virtual Booth 3792 • Virtual Product 1601



- Supports up to 3 integrated radios (WWAN, PAM, WLAN) simultaneously
- Mobility XE™ - Seamless Roaming Connectivity
- Exceeds military standards for drop, shock and water
- IP-67 sealing for dust and water intrusion
- Single-handed use
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- 64MB Compact Flash
- Windows CE.NET OS
- 320x240 impact-resistant front-lit color display



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WIN/Linux Mobile Server

Virtual Booth 3170 • Virtual Product 2115



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NextCom, Nashua, NH announces FlexPCServer workstation and mobile server with single or dual Intel LV Xeon™ to 3.06GHz. Extreme performance. Small footprint. Reconfigurable computing architecture. Serial, USB 2.0 high capacity drives to 500GB. MS Windows 2000 AS, XP Pro, SuSe Enterprise, RedHat, Desktop Linux, Solaris – x86, Win-Ux concurrent or dual boot.



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Multimedia Notebook

Virtual Booth 3927 • Virtual Product 1810



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Rugged Wireless Notebook

Virtual Booth 3792 • Virtual Product 1757



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Virtual Booth 4180 • Virtual Product 2196



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PDA

Virtual Booth 4037 • Virtual Product 1976



PalmOne V PDA

- 2MB RAM
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Encryption Device

Virtual Booth 4144 • Virtual Product 2120



DiskCrypt provides cross platform compatibility and significant performance improvement over traditional disk encryption software solutions. This hardware based 192Bit Military Standard encryption module encrypts every byte and sector of data written into the hard disk, including (MBR), Operating System, Temp and Swap files. The DiskCrypt is engineered just like an ordinary 2.5" form factor hard disk and can be mounted to the notebook hard disk compartment. GSA Schedule #35F0405P



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WEB: www.mobileworkstations.net

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Virtual Booth 4063 • Virtual Product 2018



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Starting Price



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19" Versatile LCD

Virtual Booth 3695 • Virtual Product 0032



Retail Price
\$899

- FlexScan L795 is ideal in any business or graphics environment
- Unique Active Rotation portrait mode support without special software
- Picture in Picture from two computer sources
- 10-bit gamma correction for optimal color rendition
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- USB 2.0 Hub to facilitate high speed connection with other peripherals



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21" Color Calibration LCD

Virtual Booth 3695 • Virtual Product 1275



Retail Price
\$2,899

- ColorEdge CG21 is ideal for digital photography retouch and pre-press printing environments
- Wide color gamut for color matching
- Flexible mounting available - VESA standard
- Height adjustable, landscape/portrait monitor stand
- Compatible with GretagMacBeth 10-bit color calibrators
- Brightness stabilization circuitry for consistency



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Dual LCD Monitors

Virtual Booth 4089 • Virtual Product 2052



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EMAIL: info@doublesight.com

Touch Screen LCD Monitor

Virtual Booth 3856 • Virtual Product 1669



This monitor has a viewable area of 17" diagonal and on screen menu controls. The resolution is true 1,280 x 1,024. With a dot pitch of 0.264x0.264mm this monitor has a brightness of 250 cd/m2. Pivotal rated image software is included as well as attachable audio module w/ 2 speakers.



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Virtual Booth 3573 • Virtual Product 2060



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Color Laser Printer

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Fast, Reliable Workgroup Color Laser Printer

The T8024 color laser printer offers extremely fast, reliable monochrome and color output with its tandem, single-pass technology. At speeds of 26 pages per minute, the T8024 can handle the most demanding workgroup and office requirements. With 1200 x 1200 dpi, the T8024 produces stunningly sharp images and crisp color graphics.



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Large Format Plotters

Virtual Booth 3326 • Virtual Product 802



All of our HP Designjet plotters offer your business the ability to produce large print jobs inhouse and avoid costly outsourcing. All new HP plotters offer a complete printing system that is functional for large-format productivity solution for CAD and GIS departments. These printers deliver outstanding line and image quality at top speeds with minimal user intervention



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EMAIL: sales@cesplot.com

Serial Matrix Printer

Virtual Booth 3816 • Virtual Product 1610



Flexible and Fast Serial Matrix Printers

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Portable Thermal Printer

Virtual Booth 1864 • Virtual Product 83



The Printek MtP 400
4" Portable Thermal Printer

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Smart RFID Printing

Virtual Booth 4193 • Virtual Product 2214



Smart Label Printers w/a choice of encoding technologies
SL5000e MP: AWID multiprotocol encoder, redundant capabilities for EPC Class 0, 0+ and 1 standards, high flexibility and a migration path to future standards.
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Portable PocketJet Printers

Virtual Booth 3951 • Virtual Product 1860



\$319 *PocketJet 200*


High-quality output, rugged compact design with a low cost of ownership describes the Pentax PocketJet printer. This printer produces crisp text and graphics with an output of 3ppm while weighing less than a pound. Designed to meet the growing needs of mobile workers, this printer can provide printing in any environment without the ongoing cost and hassles of ink.




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HP Laserjet Duplexers

Virtual Booth 190 • Virtual Product 1756



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Presentation Toolbox

Virtual Booth 4006 • Virtual Product 1952



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Auto Disc Printer

Virtual Booth 3993 • Virtual Product 1939



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Large Format Scanner

Virtual Booth 4182 • Virtual Product 2198

List price
\$16,200



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Mobile Scanning

Virtual Booth 3951 • Virtual Product 1859



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OEM Swift Appliance

Virtual Booth 4090 • Virtual Product 2065



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DNS Appliance

Virtual Booth 3062 • Virtual Product 1729

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- Create new zone records using defaults you have set.
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DNS Network Appliance

Virtual Booth 3933 • Virtual Product 1818



- Plug 'n play, RFC-compliant DNS/DHCP appliance
- Distributed solution for point or enterprise-wide application
- Advanced security and interoperability
- SNMP-based reporting
- Integrated DNS/DHCP
- Active Directory Support
- Administration of zones & networks via intuitive web GUI



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Email Server Appliance

Virtual Booth 3879 • Virtual Product 1722

\$2,195
Other Models Available



- **Visitech SBMS256 Email Server Appliance**
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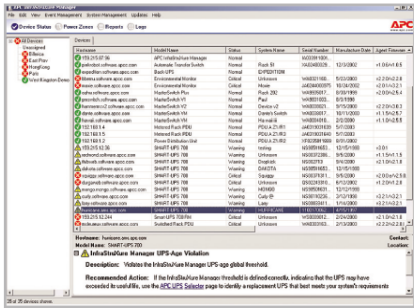
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ISXT240MD6R	6	up to 5kW	\$149,999*	\$4,999
ISXT240MD11R	11	up to 5kW	\$249,999*	\$7,999
ISXT280MD40R	40	up to 5kW	\$699,999*	\$21,999
ISXT280MD100R	100	up to 5kW	\$1,649,999*	\$50,999
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- Installs in 1 day**
- Optional on-site power generation
- Raised floor not required
- Vendor neutral guaranteed compatibility



Email Gateway Appliance

Virtual Booth 4045 • Virtual Product 1987



Trusted by 30% of the Fortune 100, CipherTrust's IronMail® email gateway appliance provides the most comprehensive protection for enterprise messaging environments. IronMail combines the five critical email security components of spam and fraud prevention, virus and worm protection, policy and content compliance, email privacy, and secure email gateway into a single platform.



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Monitoring Solution

Virtual Booth 2875 • Virtual Product 1733



xMON: Agentless Application, Network Monitoring & Recovery System

- Ideal for Linux, Windows & Mixed Environments
- Easy to Implement & Maintain-Secure & Affordable
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- Proactive Monitoring, Complete SNMP Support
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EMAIL: sales@xceedium.com

Network Security Platform


Virtual Booth 3082 • Virtual Product 1799

NSA 1041

NexGate is the next-generation network security appliance platform designed to meet the high demands of a hardware platform, network security box, desktop or firewall for SMB (small to medium business) & corporate network security devices. **\$721 barebone unit (includes CPU)**

The new NSA 1041 main features:

- 1U Rack mount Network Security Appliance with Intel® UVL Intel® Celeron Processor 650MHz
- DDR RAM and 4 Ethernet Ports
- 1U rack mount chassis, 650MHz
- One on board Compact Flash Socket
- Four 10/100 Base T/TX RJ45 connectors.
- One internal 3.5" HDD bay.
- Support PCI expansion by 32bit/33 MHz PCI riser card



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Fax: (510) 656-2158
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EMAIL: sales@nexcom.com

Network Surveillance Server

Virtual Booth 1329 • Virtual Product 2039



The VioGate offers a fast, convenient way to set up network surveillance. Features Include:

- Modular expansion with Web-based control interface
- Supports many storage devices including PPPoE & DDNS
- IP security settings
- Reboot remote control
- Time-base or event driven video playback



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VoIP Development Platforms

Virtual Booth 3744 • Virtual Product 1922



If you are developing Voice-over-IP gateways or IP media servers, Channel Access and NMS Communications present **VoicePac 6000**, a complete low cost development system combining a full-featured Windows Server and a high-powered DSP engine for voice processing. MiniTower and 1U/2U rackmount configurations available.



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Secure Web Server Solution

Virtual Booth 3776 • Virtual Product 1540



BRICKServer® 2

- Preconfigured with Web, email and FTP Software
- Secure Remote Administration
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- Worry-Free Maintenance
- No Patching Required


\$6,450
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IT In A Box

Virtual Booth 4047 • Virtual Product 1989



The IT IN A BOX integrates a switch, router, email server, file server, a wireless LAN access point and much more into a single, small device. The easy to use system does not require a highly trained administrator. The solution gives the small business the ability to employ IT functions at low cost--one could purchase two IT IN A BOX units for less than the cost of a typical network.



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XML Accelerator

Virtual Booth 3825 • Virtual Product 1620

List price
\$35,000



The **XA35 XML Accelerator** is a 1U (1.75" thick) rack-mountable network device specifically designed to accelerate XML and XSLT processing. It is the world's only network device that is able to terminate network protocols such as TCP and SSL while simultaneously processing application layer data such as XML and XSLT at wirespeed.




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CMS-4U XEON Blade Server

Virtual Booth 3794 • Virtual Product 1561



\$7,995
Special Web Promotion for Basic Configuration starting from two server blades

- 12 Dual Xeon Server Blades in 4U chassis
- Most MIPS per square inch
- Redundant Ethernet switches with 16 GE ports
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- No-tool field upgradeable components



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Dual Xeon Blade Server

Virtual Booth 3783 • Virtual Product 1587



TUD-4010 High-Performance Blade Server

- 4U/10 Dual Xeon Processor PCI-X Server Blades
- High Density with Low Power Consumption
- Up to 200 Xeon Processors per 42" Rack
- High-Performance Intel Xeon 2.4GHz Processor
- Remote Manageability & Automated Provisioning
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Linux Beowulf Clusters

Virtual Booth 3705 • Virtual Product 1287



Aspen Systems' Linux-based Beowulf clusters utilize the highest quality hardware and software to provide you with the highest performing system possible. We provide custom configuration of Beowulf clusters with a choice of processors and connectivity for your performance needs. Aspen Systems' complete management package provides unprecedented support and service industrywide.



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Cluster Traffic Management

Virtual Booth 4007 • Virtual Product 1955



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Dual Optron Server
Virtual Booth 3783 • Virtual Product 1588



TS-1881 Dual Optron Rack mount 1U Server

- Dual 64-bit AMD Optron Processors / Dual Gigabit LAN
- Up to 16GB ECC Registered Memory
- 2 Hot-Swappable SCSI HDD, 1 x Slim CD-ROM
- 2 x PCI-X Slots, 4 x USB, 1 x COM, 1 x VGA
- 1 x IPMI 1.5 Module (Optional)
- 411W Power Supply Unit



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Dual Optron Server
Virtual Booth 2899 • Virtual Product 1583



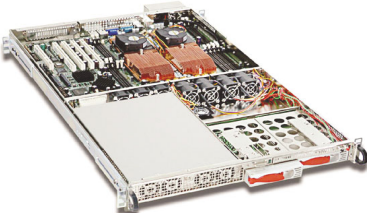
Dual AMD Optron

- 1U with 4 Front-Removable Hot-Swap Bays
- 1 of 2 AMD Optron 240
- 512 MB DDR ECC (Upgradeable)
- 1 x 18 GB SCSI
- Gigabit LAN, Front USB 2.0
- Options: IDE, SATA, Additional Gigabit LAN

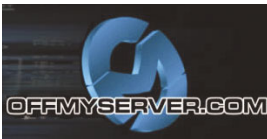


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1U Quad Optron Server
Virtual Booth 3062 • Virtual Product 1728



1U with 27.5 inch deep enterprise server powered by Quad AMD OptronT. Breakthrough-in-compactness cooling system, supports AMDR Quad-Optron up to 850+ system under 45-degree C temperature, 2 internal or hot swap IDE/SATA/SCSI drive capacity reaches the maximum storage devices. *Strongest 1U server platform in the market.*
AMD QUAD OPTRON is available in 1U/2U/3U/4U & 5U



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SATA Workstations
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- Dual Intel Xeon processors up to 3.06GHz
- Super X5DAL-TG2 server board/533FSB
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1U Server Appliance
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Arbor offers you the Best 1U Server Appliance for Proxy, Firewall and IDS


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- Supports Pentium III / Celeron CPU
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API 6U Data Server
Virtual Booth 774 • Virtual Product 2233



- Dual Xeon or Quad Optron Server Configuration
- Up to 14.4TB Storage Capacity
- 3Ware Multilane, SATA or SCSI
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- Complete Server with Linux installation available



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P4 / PCIX Server
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- Two Hot-Swap SATA Drive Bays with RAID 0,1
- Intel® P4 processor (Socket 478, 533/800MHz FSB)
- Intel® E7210,6300ESB, ATI®XL 8MB
- Max. 4GB Unbuffered memory in 4 DIMM Slots
- Intel® Gigabit Ethernet x 1 & G1 Gigabit Ethernet
- 1 PCI-X 64-Bit/66MHz Full-Height Slot & Low-Profile Slot
- Intel® HR dual channel SATA with RAID 0,1




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1U Dual Xeon/RAID Server
Virtual Booth 3745 • Virtual Product 1476



- Four Hot-Swap ATA-133 Drives
- ACARD® ATP867 controller Supports RAID 0, 1, 0+1
- Intel® E7501, ICH3-S, P64H2*2, ATI® Rage XL 8MB
- Dual Intel® Xeon™ Processors with 512KB L2 Cache
- Max. 12GB Registered (ECC) Dual channels DDR-266
- Built in Intel® 82546EB single chip w/Dual ports Gigabit Ethernet controller



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Mainframe Server Solutions
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pSeries UNIX Servers
Virtual Booth 2576 • Virtual Product 2034

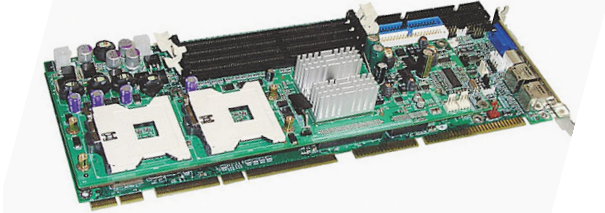


- IBM AIX Servers; Entry-level, Midrange & High-end
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Intel® E7501 Chipset
Virtual Booth 2274 • Virtual Product 1909




- Supports Dual Socket 604 Xeon™ PCI-X CPU card or LV Xeon™ Up to 3.06GHz, 533MHz FSB
- DDR DIMM x 4, max. 8GB DDR, Dual Channel, Reg. ECC
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- Dual Intel 82546EB Gigabit LAN
- PCI-X slots, 4 x SATA ports
- Model IB910




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PC/104+ Daughter Card
Virtual Booth 4126 • Virtual Product 2100



The Zendex ZXE/104P, a USB2.0/FireWire/Ethernet (10/100Mbps/s) add-on combo card for any PC/104 or PC/104+ application, provides three types of high-speed ports for the price of just one. It is useful for applications with numerous optional peripheral devices or for systems that may require peripheral field-upgrades.



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Dual-Xeon PCI-X SBC

Virtual Booth 164 • Virtual Product 2136



Industrial Full-size PICMG SBC

- Dual Intel® Xeon/LV Xeon Processors
- ATI Mobility M7 VGA, Embedded 32MB
- Intel® 82546EB Dual-Port Gigabit Ethernet
- 4 Ports SATA Connectors
- Supports ISA High Drive
- 10 Layers CPU Board

Retail Price
\$1296



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Virtual Tape Library Appliance

Virtual Booth 3723 • Virtual Product 1445



The VTL Standard Edition Appliance, powered by IPStor®, is a turnkey solution that accelerates backup, enables rapid recovery, and consolidates management and provisioning of backup resources. It seamlessly accelerates the speed of existing third-party backup applications by using external disks to emulate industry-standard tape libraries.



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Disk-To-Disk Appliance

Virtual Booth 3420 • Virtual Product 1633



iStoRATM 4000 Disk-to-Disk-to-Tape Appliance

Disk-to-Disk-to-Tape (D2D2T); Network file replication; Migration to tape for archive; Seamless retrieval from disk or tape. Integrates up to 1.5TB of Serial ATA disk; up to 3TB of uncompressed removable tape storage in a 1x10 autoloader; Intel server motherboard with Gigabit-Ethernet connectivity; single 4U-high rack mountable enclosure.



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Backup/Archiving Appliance

Virtual Booth 3837 • Virtual Product 1631

Starting At
\$1,495



RocketVault™ Backup & Archiving Appliance -- Simply the easiest, most cost-effective data protection solution available for smaller businesses and branch offices. Plug-and-play, installs in minutes; automated, unattended operation.

- Multiple configurations (including 1U, 2U): 240GB to 4TB
- Backs up servers, desktops, laptops locally *and* remotely
- Fully integrated, unlimited users, AES 256-bit encryption



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Virtual Tape Library

Virtual Booth 3697 • Virtual Product 1280



- Leverages the FC or IP protocol to transfer & restore data from a disk-based virtual tape at ultra-high speeds
- Connects to SCSI and Fibre Channel backup devices
- Eliminates per server software licensing/management & also media/mechanical failure during backup/restore ops
- Add a tape library w/o changing backup software
- Automate tape mirroring and vaulting



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Disk-To-Disk Backup

Virtual Booth 2919 • Virtual Product 193

\$599
MSRP



Can you restore critical data quickly?
EzBACKUP can.

- No software drivers or IRQs required
- Hot swappable backup
- Expandable storage
- Speed of operation
- Patented Disk-to-Disk (D2D) technology
- Full bootable image backup
- Backup all, modified or selected files
- Flexible backup scheduling
- Patent pending Hidden Device Technology




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Tape Backup Encryption

Virtual Booth 3732 • Virtual Product 1438



Paranoia2 - Using Encryption to Protect Your Assets

- High-speed tape backup encryption and compression
- Transparent to operating system
- SCSI or Fibre Channel interfaces
- No software drivers required
- Desktop or 2U rack mount
- Platform independent



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Fax: (703) 527-1220
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EMAIL: sales@DSlencryption.com

Virtual Tape Controller

Virtual Booth 3914 • Virtual Product 1783



The Mainframe Appliance for Storage (MAS) is a virtual tape controller for IBM System/390 and compatible mainframes, which uses open-system storage devices (SAN, NAS or SCSI) to store and retrieve mainframe tape data sets. The MAS provides improved Business Continuity through faster recovery of data and helps satisfy new SEC compliance guidelines.



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Tape Cleaner/Inspector

Virtual Booth 3734 • Virtual Product 1439

\$15,745

SDLT Autoloader (includes physical defects scanner)



- Cleans, retensions & optically scans DLT, SDLT & LTO tape cartridges
- 200 inch-per-second operation (3-4 minute process time)
- Automatically advancing tissue cleans both sides of tape
- Most advanced optical inspector system available
- Minimizes head wear and greatly reduces dropouts
- 10-cartridge autoloader and magnetic testing available



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Tape Degausser

Virtual Booth 4136 • Virtual Product 2110

\$975



The MDS-4 Media Degausser is designed to handle all formats of cassettes and tape reels up to 16 inches in diameter. The MDS-4 operates continuously without overheating in the low field strength setting and intermittently in the high field strength setting. The MDS-4 can erase tapes with coercivities up to 950 oersteds with widths up to 1 inch and 1500 oersteds tapes with widths up to 8mm.



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Media / Disk Degausser

Virtual Booth 4138 • Virtual Product 2111



- Erase your magnetic tapes and hard disks
- Comply with Privacy Act Regulations (HIPAA, GLBA) for media reuse and disposal
- Meet NSA standards for complete erasure of magnetic tape and hard disk
- Legally prove due diligence for media reuse and disposal by meeting D.o.D. standards
- Sanitize information securely, quickly and safely
- Save money and time



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Data Storage Solutions

Virtual Booth 3932 • Virtual Product 1817



Quantum L-Series SuperLoader

- Unbeatable data density, capacity and performance in a 2U rack mount form factor
- Choice of LTO-1, LTO-2 or SDLT 320 tape technology
- Insert or remove any cartridge, without system interruption

MPAK Technologies, Inc. offers top-of-the-line RAID, D2D & D2D2T Solutions.



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AIT Tape Library

Virtual Booth 3798 • Virtual Product 1569



Spectralogic NASTape 200

- Supports one 1/2" or 8mm drive
- Gigabit Ethernet Connectivity
- Supports iSCSI
- Remote Management
- Three Year Warranty
- Trade-up program available
- Up to 500 GB native capacity

\$5,130



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Rack Mount Library

Virtual Booth 3817 • Virtual Product 1612



301897-B22


The HP MSL5030 defines a new segment in the mid range automation segment, with high availability features normally found on enterprise libraries. Multi unit scalability allows the library to grow with your performance and capacity requirements. The MSL5030 leads the industry in storage density with 2 Ultrium drives and 30 slots in a 5U design.



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6x100 DLT/LTO Library

Virtual Booth 3420 • Virtual Product 950



Need more capacity, but still want to use DLT and LTO technologies? 100-Pak provides up to 22TB of data storage capacity using 6 drives and 100 tapes. Data center backup. 6x100 with SDLT320, LTO-1, LTO-2 10 TB to 20TB. 1-slot mailbox for media management; hot swap drives; power on to ready in under 80 seconds
Drives supported:
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Enterprise Tape Library

Virtual Booth 3798 • Virtual Product 1570



• Spectra® T950 Library


- 100 to 6150 cartridges
- Up to 120 full-height drives with LTO, SAIT, SDLT and AIT-4
- LVD SCSI, 2GB Fibre Channel and Gigabit Ethernet
- NDMP, Serverless Backup, iSCSI
- Mixed media options with single-frame T950
- **Includes 1 year of onsite SpectraGuard™ support**



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LTO-3 Ultrium Autoloader

Virtual Booth 3255 • Virtual Product 2280



• LTO Gen 3 – Twice the capacity of LTO-2

- One LTO-3 400/800GB Tape Drive
- Holds 8 tapes and only 2U high
- Backward compatible with LTO-1 and LTO-2 media
- Tapes & accessories included
- 3 year manufacturer warranty

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Backup Hardware Appliance

Virtual Booth 4071 • Virtual Product 2031

Starting at
\$4,395



Idealstor is a complete backup system with ejectable inexpensive IDE ATA disks which are used for backup, while protecting your current investment in backup software. It offers the speed and reliability of disk, the portability of tape and a backup platform that for the first time outperforms tape drives & libraries in performance, reliability, scalability, ease of use and functionality.



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Archive/Backup for SMB

Virtual Booth 188 • Virtual Product 2063

80GB Starts at
\$199



eXchange® The Tape Drive Alternative

- Store more, cost less, and run faster than tape drive
- Preformatted 80GB, 160GB, or 250GB of HD storage
- Removable Drive Cartridge Design
- Full feature ioSWAP Backup software included
- Popular USB & FireWire ports support hot plug-n-play
- Compatible with PC, Linux, and Mac®



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8-In-1 Multi-Card Reader

Virtual Booth 4061 • Virtual Product 2013



Compliant with USB 2.0 specification
Supports multiple types of storage media - Memory Stick, CompactFlash, SmartMedia, MultiMedia, Secure Digital
Hi-Speed data transfer rate up to 480Mbps
LEDs indicate card insertion and data traffic
Dimensions: 102mm x 102mm x 26mm
2-year warranty - Available in white and black



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Virtual Booth 357 • Virtual Product 2283

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Store frequently copied CD or DVD images in the ReflexPro7
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Auto CD/DVD Duplicator

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Virtual Booth 3339 • Virtual Product 2240



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